

CHEMIST & DRUGGIST

The newsweekly for pharmacy

a Benn publication

November 14 1981

PSNC-PSGB
call halt to
bulk-script
dispensing

Wilkinson
'direct mail'
Royale razor

Flu vaccines:
supply systems
'open to abuse'

More names to
be removed
from Register

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CHEMIST & DRUGGIST

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November 14 1981

Volume 216 No 5294
123rd year of publication
ISSN 0009-3033

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Published Saturdays
by Benn Publications Ltd
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Kent TN9 1RW
Telephone: 0732-364422 Telex 95132
Subscription department:
125 High Street, Colliers Wood,
London SW19 2JN
Telephone: 01-542 8575
Subscription:
Home £37 per annum
Overseas & Eire £46 per annum
including postage
75p per copy (postage extra)

Regional advertisement offices:
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COMMENT

'Unclothiered'

"We do not wish to extend dispensing by doctors in Dorset." That unequivocal statement comes from the Local Medical Committee representatives on the county's FPC dispensing subcommittee (p897) — at whose meetings it would be interesting to be a fly on the wall these days! This is the committee which has recently defined as "rural" a village, Burton, which has six pharmacies within one-and-a-half miles, thus allowing a doctor dispensing practice to establish itself (*C&D*, August 8). But as an afterthought, the committee decided to undertake the first review of boundaries between urban and rural areas for many years (*C&D*, August 29).

That review meeting now has been held, and it is perhaps a measure of the doctors' concern that they have felt it necessary to issue a statement which is at one and the same time defensive, offensive — and conciliatory. Why should that be so? The meeting had the benefit of independent opinion on the criteria which might be used to define "rural in character," and in the view of some pharmaceutical-side sources, those criteria make a nonsense of some of the present boundaries — which is hardly surprising when one considers the urban sprawl of the past three decades. No wonder the doctors felt threatened.

The Clothier Committee report perhaps anticipated this problem, and suggested that redefinition of areas should await statutory implementation of the full recommendations. But, as Mr Peter Clarke, a pharmacist member of the subcommittee, says: "That was four years ago." And it is four years in which a lot has happened. Mr John Smith, another pharmacist member, told *C&D*, in August: "Recently a few younger doctors may have been encouraged to take a more aggressive attitude to dispensing — any reaction on our part would be in self-defence." Clothier surely never envisaged

either the delay or the selfish activity of one of the parties to the "gentlemen's agreement."

The Dorset doctors' statement sounds — and is probably intended to sound — hurt that the pharmacists are pressing their case at this time. But the delays are of the medical profession's making, and it is rural doctors themselves who are dragging their feet. They will not pay voluntarily into their own compensation fund, and the DHSS is unlikely to force them to do so. Can they wonder pharmacists are impatient, let alone unwilling to watch their own "protected" areas eroded by avaricious general practitioners?

The doctors say they provide an "essential service" by dispensing, and lay members of dispensing subcommittees are likely to be swayed by the further argument that this service helps to ensure the continuation of medical practices. But, to quote Mr Clarke again: "It surely cannot be accepted that the medical profession should continue to dispense for NHS patients in areas which have so changed in character that they could support both a medical practice and a pharmaceutical service, with all that entails."

The doctors' statement offers pharmacists support "where this does not jeopardise our interests." Perhaps they might rather have considered "patients' interests" — and begun to view those interests in a rather broader light than simply the handing over of a dispensed medicine (the limit of their own service?). If they did take the broader view, the doctors would be prepared to assist in the preliminary work of redefinition of areas ahead of Clothier so that a full pharmaceutical service could be instituted as soon as possible after the report's implementation. This would also prepare the ground for compensation where necessary — an area in which pharmacists will be only too pleased to support medical colleagues who willingly decide to concentrate on the work for which they were trained. ■

Call to halt bulk script dispensing

Pharmacists are advised by the Pharmaceutical Society and the Pharmaceutical Services Negotiating Committee not to dispense bulk prescriptions of Prescription Only medicines for institutions after November 30 and by so doing to break their terms of service.

In letters sent out on Thursday the PSNC and PSGB decided to take this step "in the patient's interests" and because of the "potential dangers" following the failure of the Department of Health to accede to requests that bulk prescribing should not include POMs. The "indiscriminate extension" of the bulk prescribing list was compounded by the format of the British National Formulary which included all generic and proprietary preparations in the bulk prescribing category with the exception of Controlled Drugs or those from the moribund Schedule IVA Poisons List.

DHSS questioned

PSNC had previously raised the question with the DHSS early in 1980 and before the publication of the March BNF but a subsequent meeting and an exchange of correspondence has failed to produce a result. It is hoped a further meeting between representatives of the DHSS, GMSC and PSNC will take place in December after failure to arrange an earlier meeting.

The PSNC letter says: "The PSNC therefore advises all pharmacy contractors not to dispense POMs ordered on bulk prescription after November 30, 1981.

'Contract breach'

This advice is given in the full knowledge that the failure to dispense these prescriptions will be a breach of the pharmacy contractors terms of service, but the Committee considers that such a measure is necessary in order to protect the patient's interests and to present the potential misuse of POMs.

When a pharmacist receives bulk prescriptions for a POM he is advised to contact the prescriber to inform him that in accordance with the advice of the PSNC he is not prepared to dispense it but would be willing to dispense the prescriptions written for individual patients within the home or institution.

Should further explanation of this advice be required the following points have been made in the representations to the Department of Health:

1. The original intention of the bulk prescription was to provide a limited number of "homely" medicines which might be supplied to patients in an institution or home by the warden or matron *without medical supervision*.

Such remedies would include simple cough and cold mixtures, mild analgesics and medicines for the relief of gastric discomfort, etc. The PSNC maintains that bulk prescribing was never intended to cover antibiotic therapy, the supply of psychotropic drugs and other drugs which require medical supervision in prescribing and administration.

2. The range of preparations has been considerably enlarged due to the extension and development of the 1981 BNF.

3. POMs were so designated because of their potency and they should only be supplied to a particular patient under the direct authority of a doctor.

4. The method of sale or supply of POMs is strictly controlled by legislation, thus ensuring that the products are supplied only to the person for whom they are intended.

Safeguard patients' interests

The letter from the president of the Society, Professor Arnold Beckett, to pharmacists in charge of pharmacies, says the advice is given to "safeguard the welfare of patients" and was sent after protracted but unsuccessful efforts to persuade the DHSS to resolve the present unsatisfactory state of affairs.

"Bulk prescriptions provided for patients in schools and other institutions are frequently controlled, and even administered, by people who have received no training in the handling of medicines."

He stresses that patients should not be made to suffer as a result of the boycott: "Because the interests and wellbeing of patients must be paramount, I would ask you to convey the Society's view to any medical practitioner and establishment from whom you normally receive bulk prescriptions. If you receive a bulk prescription for a POM on or after December 1, 1981, the first priority will be

to ensure that the treatment of patients is not delayed. You should, therefore, contact the prescriber at once and ask him to provide individual prescriptions for specific patients."

The Society warned the Department this summer that the Council intended to advise pharmacists not to dispense bulk prescriptions for POMs. The Department agreed to call a joint meeting with the pharmaceutical and medical professions but because of delays in arranging this meeting, Council decided this month that immediate action should be taken by pharmacists.

The National Pharmaceutical Association supports the PSNC and PSGB initiative and will be sending a letter to members from Mr Lewis Priest, chairman, next week giving the "unanimous endorsement" of the NPA Board. They think it quite wrong that POMs should be stocked in quantity and distributed to inmates of institutions where there is no resident doctor or pharmacist. ■

Pay for Christmas rota services

Pharmacists will only be paid the bank holiday rate for two out of three days over Christmas. A letter to FPC administrators has been sent out by the DHSS on rota payments over the period (C&D, November 7, p875). Because almost all business premises will be closed for the period December 25-28 the Department considers it unreasonable to require pharmacies to open, other than for rota services, on December 26. If FPCs consider it to be desirable to provide a full or limited service in addition to rota service, provision on a voluntary basis should be sought after consultation with the Local Pharmaceutical Committee.

However the DHSS can only agree to the public holiday rota fee being paid to an individual pharmacist for rota services performed on two days (Christmas and one other). If one pharmacist is required to undertake rota services on the Saturday and the Monday, only one of the rota hours will attract the public holiday fee. If one pharmacist does the Saturday and another the Monday, both will receive the public holiday fee.

The Pharmaceutical Services Negotiating Committee has written to the Department as it feels that pharmacists are entitled to be paid for both days, whether the work is done by one or two separate contractors. It is likely that in rural areas one pharmacist will have to do the Christmas period "en bloc." A reply is expected within the next few days. ■

Wilkinson's Royale to be 'direct mailed' in consumer test

Wilkinson Sword are to sell the Royale razor direct to the public through mail order in a "one-off" test.

The standard razor package will be advertised at £9.95 (including postage and a free "high quality" Wilkinson Sword penknife) in the November 15 *Sunday Times* magazine.

A spokesman for the company said traditional retailers had failed to support the product — launched for Christmas 1978 — to the extent required and the company had to do something to demonstrate that "this is a viable product."

Wilkinson confirmed that they have not advertised the product through the national Press, women's magazines or on television during its life nor specifically promoted it other than with special POS material last Christmas. However, the Royale is presented by their representatives at every call and "sold vigorously" as part of the whole range.

They do not see the razor as just a Christmas line and point to a successful summer promotion in Harrods when over 400 were sold at £10.95.

A standard offer price for larger multiple chemists is £8.95 but a selling price of £9.27 for the razor and 25 blades — the standard pack — will give a retailer buying at the C&D Price List rate 20 per cent on return. An srp of £9.95 produces over 30 per cent on return.

The company spokesman suggested that a significant response to the "direct mail" offer would demonstrate the product's potential and encourage retailers to stock it.

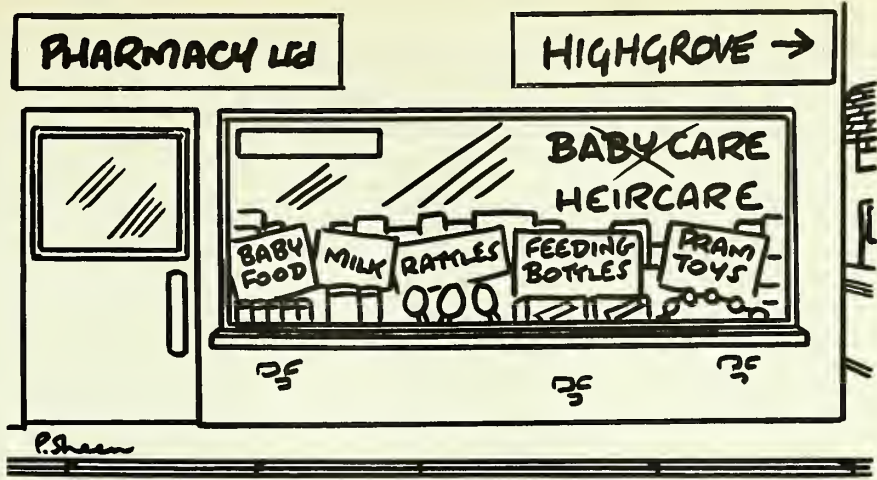
Product manager, Terry Irwin, adds "We have decided to test direct response as a method of boosting our total sales of Royale which, up to this time, have been through traditional channels of distribution only. The razor is highly regarded and a superb Christmas gift." ■

Pharmacy numbers still rising

A gain of 14 pharmacies is shown on the Pharmaceutical Society's Register of premises for October, bringing the total number to 10,663, and giving a net gain for the year of 47 pharmacies.

In England 20 shops have opened and 14 closed; three have opened in London, but none have closed. In Scotland five premises have opened, and in Wales two, and one has closed in each respectively.

There have not been this number of registered premises since November 1979, and this month's rise is the eighth successive increase this year. ■



Certificate move welcomed

There are grounds for a change in the format of the new registration certificate, the Pharmaceutical Society's Council decided last week, and the adoption of an alternative design should be "actively pursued." This decision follows the overwhelming support given to the request that the Society reconsider the matter in a special general meeting (C&D, last week, p856).

The leading article in the Society's

journal indicated this was the case, but voices the hope that one of the old designs will not be reverted to, rather the new design modified — bearing in mind the points raised at the meeting. Mr H.

Turner, who proposed the motion at the meeting, told C&D he was quite happy with the Council's decision to compromise, although he felt they were still clinging to their original arguments, and had only grudgingly given way.

He hoped that the members would be consulted before the next version was issued, and that the Society would not make the same costly mistake again. ■

Doctoring in Dorset

Dispensing doctors in Dorset intend to hold on to what they already have — and will resist attempts to redraw the boundaries between urban and rural areas, as defined for the purposes of NHS dispensing. However, they claim not to wish to extend doctor dispensing, except where necessitated by patient's needs.

The three representatives of the Local Medical Committee (all dispensing doctors, it is understood) on the Dorset FPC dispensing subcommittee issued this statement following a recent subcommittee meeting to discuss boundaries: "The main item on the agenda was the question of a review of the present designation of rural areas throughout Dorset. During a long and difficult debate it was agreed by a majority vote that such a review should take place on the grounds of the building development in parts of the county in the last 20 years. Independent expert opinion on possible criteria of rurality was given by Mr David Clarke, chief rural officer of the National Association of Voluntary Associations, who had previous experience of assisting the Clothier Committee.

"The subcommittee did not come to any definite conclusions about criteria or the mechanics of any future review. The LMC representatives were very upset that some pharmacists should be pressing for this review to take place even before the implementation of the Clothier report. The subcommittee agreed by a majority

vote that this would be unreasonable. Any review will thus be deferred until after the implementation of the Clothier reports' recommendations (or failure of this implementation).

"Dorset GPs will be disappointed that such a review has been agreed. We view it largely as a ploy on the part of the pharmacists to reduce dispensing by doctors without any reference to the interests of the patients who we feel will suffer if doctors can no longer dispense for them. Our unanimous views were made clear at this meeting and we will present a strong case whenever any review does take place.

"Dorset LMC considers that dispensing doctors provide an essential service and it is popular with our patients. We support the Clothier recommendations as positive progress towards understanding between our professions. We do not wish to extend dispensing by doctors in Dorset. Any exceptions have only been where the patients needs have necessitated this and our representatives will always try to help the subcommittee to take account of the pharmacists interests at the same time.

"The agreement to await Clothier is seen however as some evidence of understanding between the two sides within the subcommittee. We understand the dissatisfaction among pharmacists over some aspects of their conditions. Dorset LMC may consider an initiative to endeavour to give the pharmacists support from our profession where this does not jeopardise our interests, and in particular the service of dispensing by rural general practitioners." **Comment p895.** ■

Minister told flu vaccines supply is 'open to abuse'

The current system for distributing influenza vaccines is "wide open to abuse" according to the National Pharmaceutical Association.

This week Mr Tim Astill, director of the NPA, has written to Dr Gerard Vaughan, Minister for Health, saying that the system is wrong, causes injustice for pharmacists and misunderstanding in the minds of patients. The NPA has protested several times to the DHSS about the inequities in the system, Mr Astill writes, pointing out the financial hardships caused to pharmacists left with "dead" stock.

The pharmacist's image is damaged when the public find they do not need to pay prescription charges to the doctor, he continues, as they can then think of the pharmacist as a profiteer. He also mentions the principle inherent in NHS legislation that doctors will diagnose and prescribe and that pharmacists will dispense.

Mr Astill goes on to say that the position is worse than ever this year, citing one of many examples where a pharmacist was left with a large unused supply of influenza vaccines. The pharmacist had ordered the usual quantity, about £150 worth, for two nursing homes where the prescriptions were ready, waiting for the doctor's signature. However the doctor had been visited by a manufacturer's representative and persuaded to place a direct order. There was a delay in delivering the doctor's vaccines so, by mid-October, although the pharmacist had his stock ready, the patients had not been treated.

The letter ends with a request for Dr Vaughan to look at the regulations again with a view to putting matters right and restoring equity.

Both Duphar and Duncan Flockhart say they do not supply influenza vaccines



Mr and Mrs Broome receive their prize of a Mini Metro as winners of this year's Napcolour consumer competition from Mr H. Briscoe, marketing director of Napcolour. Mr R. Hutton, managing director of Cuthberts Chemists, looks on. Mr P. Marsland, manager of the Wakefield branch which received the winning entry, wins a holiday for two in Paris

directly to non-dispensing general practitioners. Servier say they firstly supply wholesalers, who receive their stock early in the season, but will directly supply pharmacists and doctors. They would prefer to supply pharmacists but if doctors ask for the vaccine then "it is their right and we cannot turn them down." Their representatives did detail general practitioners about their influenza vaccine and could accept orders but their main objective was to increase the doctors' awareness of the product and get them to prescribe it.

A leading wholesaler thought it unlikely that any of them would find supplying doctors economically viable (except where a dispensing practice already had an account). Also, such action would unnecessarily antagonise their chemist customers. ■

'Which?' says tears as good as lotions

Tears are just as good as eye lotion for ridding the eyes of dust, dirt and other irritating material, says the latest issue of *Which?* A list of common eye lotions, drops and ointments available over-the-counter is given, together with their ingredients and a price comparison.

The report looks at some common eye complaints and suggests that anyone with persistent or recurrent eye trouble should seek medical or ophthalmic advice as soon as possible; then not try to treat the problem themselves.

It is certainly not necessary to use any of the preparations regularly, says *Which?* Used occasionally they should do no harm — "except to your pocket". If something is required to soothe the eyes from time to time, *Which?* suggests a half a level teaspoonful of salt in half a pint of freshly boiled water.

Commenting on the article, Optrex say the article questions the role of proprietary medicines in self-medication and primary health care. The vital role of the pharmacist and the advice he can give is not mentioned. Optrex point out that they recommend that medical advice be sought if symptoms persist for more than two or three days; they suggest the article is being irresponsible and impractical in recommending home-prepared salt and water as a replacement solution.

And on cameras . . .

Which? says "instant cameras" have become easier to use, produce the picture faster and that more people are using electronic flash with them. The last report was in 1978.

However, the panel preferred the colours in the pictures taken with ordinary print film to those taken with instant films "in nearly every case." Prints cost three times as much as those taken with a conventional camera with "colours and sharpness" not likely to be as good. The report points to the "fun" and immediacy of the format but suggest that pictures of scenery will . . . "not be much good."

The choice of camera is narrowed to the Polaroid Autofocus 5000 and the Polaroid 660, which is becoming more available. Both cost around £50. ■

Superdrug expand

Superdrug Stores Ltd, Croydon, who already have a chain of 110 drug stores, plan to open 40 more stores in England and Wales in the next eighteen months. ■

Who cares most for rural patients?

Two rather contradictory articles have appeared in this week's *Doctor*. The first is the lead on the front page, which is headlined "GPs face drug war by local chemists," and goes on to say that "chemists in the tiny Kent village of Tenterden have decided to sweep away the 'gentleman's agreement' that no GP or pharmacist should dispense within a one mile radius of each other".

The proposal to set up dispensaries in the satellite villages is described as a move "to snatch customers from the five man practice at Ivy Court". The article concludes by giving the negative "state of play" in discussions between the Pharmaceutical Society and the British Medical Association.

The second article is in the editorial opinion column and says "We do not know who is wearing the black hats down there in Kent where chemists and doctors are waging a range war over 12,000 head of patients. Neither do we care." It concludes "As members of a caring profession, GPs should be concerned if patients suffer serious inconvenience. If not, doctors should confine themselves to curing patients rather than procuring chemist's customers". ■

You can't win

Residents at Westhill, Aberdeenshire, are confused. They cannot understand why they can no longer have prescriptions dispensed from the local surgery now that a pharmacy has opened in the area, according to the *Aberdeen Press and Journal*. A number have signed a petition saying there could be a loss of service to the community should the facility at the surgery be withdrawn. A pharmacy had been established after a successful campaign by the residents themselves. Previously the community had been served by a dispensing doctor practice. ■

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MRC concerned about university cuts

The Medical Research Council is concerned about the financial state of the universities and is anxiously waiting to see what effect the Government cuts will have on the "dual support system."

According to the MRC's annual report 1980-81, published this week, this system has been the basis for a successful partnership between the universities and the Research Councils for thirty years. The MRC helps universities by providing research grants and fellowships, and places its own units within universities so both may benefit from collaboration. Research in universities makes a major contribution to the MRC's programme.

The MRC has already had to restrict some of its support because of its own financial difficulties. Besides spending all the public money allocated to it, the MRC has had to draw heavily from its private endowments. Total expenditure between April 1980-March 1981 was nearly £93m.

Although details are not yet available about how the university cuts will affect scientists supported by the MRC, the report says the MRC will need to review its policies in order to obtain the best value from the limited funds available. ■

PEOPLE



Mrs Estelle Leigh, FPS, pictured with her husband Clifford, after she was awarded the OBE at Buckingham Palace on Tuesday. A general practice pharmacist, Mrs Leigh has been a member of the Pharmaceutical Society's Council from 1964-67 and since 1968; and was president 1977-78

Death of former PSNI president

Campbell: At home in Ballymoney, co Antrim on October 29, Mr Hugh Gray Campbell FPSNI, JP. Mrs M. Stewart, Ulster Chemist's Association writes: During the second world war he served in the Home Guard, holding the rank of major when the regiment was disbanded. Soon he became a member of Ballymoney Urban District Council and but for one short period remained a councillor until local government reorganisation in 1973, being chairman for a number of years.

As a member of the North Antrim Education Regional Committee he sat on the first North Antrim Technical Education Committee when it was instituted in 1948, and was chairman 1967-74. During this period he was a Governor of Dalriada School. He was elected to the Co Antrim Health Committee in 1951-73, chairing its Finance Committee, and also served on the Northern Ireland General Health Services Board from 1955-73.

Mr Campbell qualified as a pharmaceutical chemist in 1936 and acquired the business of William

Continued on p901

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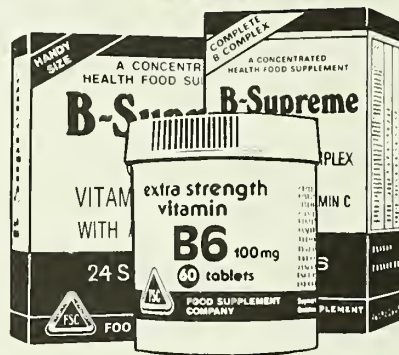
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Continued from p900

Redpath, MPS, 7 Church Street, Ballymoney, in 1937. With William Franklin Ginn, MPS, as partner, H. G. Campbell (Chemists) Ltd, was formed. This company now controls several shops in the town.

He was invited to the committee of the Ulster Chemists' Association in 1948, holding the office of president in 1954, and helped to steer the business of chemists through the years of change until 1977. Elected to the Council of the Pharmaceutical Society of Northern Ireland in 1956 he became president in 1954 and represented the Council at conferences of the International Pharmaceutical Federation for a number of years. For his services to pharmacy and statutory health bodies he was elected Fellow of PSNI in 1976.

In his personal life golf was his most appreciated outdoor relaxation. Mr Campbell is survived by his wife Molly and his daughters Helen and Patricia. *A colleague writes:*— By the death of Hugh Gray Campbell, Northern Ireland has been deprived of one of its most able pharmacists. He was involved in all aspects of pharmacy in the Province for a period of almost 20 years and his qualities of leadership and integrity were widely recognised. Hugh was a quiet and unassuming pharmacist who did not seek prominence. Perhaps that is why he achieved it in such abundance, not only in his own profession but among those with whom his work brought him into contact. No better ambassador could have represented Northern Ireland abroad or made so many friends so easily. He and his wife, Molly, attended all the pharmaceutical social functions and were a most popular pair, loved for their sense of humour, concern for others and complete absence of anything of a pretentious nature. Our heartfelt sympathy goes out to Molly and her two daughters on their sad loss. ■

News in brief

■ East Anglian Chemists Golfing Society has been formed for pharmacists and those associated with pharmacy in the region. The annual subscription is £5 and the first meeting will be at Thetford Golf Club on April 28, 1982. Those interested in joining should contact Mr J. Phillips, The Pharmacy, Dedham, Colchester (telephone 0206 322109).

■ An exhibition of photographs by disabled persons is the culmination of a year of great activity by Arthur Scrase, president of Photography for the Disabled — the exhibition has attracted up to 20,000 visitors. The final venue is Photographic House, 84 Newman Street, London until November 21.

By Xrayser

Style

Friends recently invited me to the opera to see and hear a performance by a famous company in the acoustically-perfect hall of their civic centre. Now opera, particularly in English translation, is something I approach with some reservation since to hear the rich bass voice of the hero singing "I must get up now and put the kettle on" (or something equally inappropriate to the gorgeous sound of voice and music) gives me an irresistible urge to laugh.

But the sets were superb, the colour delicious, and the music, towering in baroque splendour, was deeply satisfying. The audience, which had "dressed" for the evening, rose and cheered and went home. Looking back, however, I realised that something was missing — the sense of occasion. This I believe, has a good deal to do with the place, the architecture, its grandeur and fitness: in a word, style.

Now this civic hall may have had good acoustics, but in its determination to be modern the local council chose a design for its practicality, disregarding the need for show. The result is a building exhibiting all the grace and beauty of a drill hall, with an entrance fit for a supermarket cashout and corridors, low ceilinged and narrow, ideal for the underground. The stairways are steep and without vista, being topped by kiosks for sweets, so that the traffic is blocked, whereas they ought to have had big mirrors and gilt chandeliers to give atmosphere, richness and sparkle, instead of the ubiquitous flat fluorescent-lit drabness.

We need a bit of style in our lives, the more so when the occasion to be marked is an important one, and I am glad to see that members of our Society are kicking up a huge fuss over the "utility" certificate we are offering our new members. What's wrong with us? If we are going to be logical, all we ought to do is forward to each newly qualified pharmacist a note on our official headed Society paper, typewritten, to say he had passed the exams. But if we are to display a certificate, then let it be a proud thing worthy of the space.

As for the cost, what are we dreaming of? There are hundreds of competent artists and draughtsmen within our ranks (let alone in the printing and arts world) to design a proper document, while any of the specialist printers in pharmacy would probably be glad to do the work gratis or at cost for the goodwill. Why not have a competition for the best design? But compromise? You can't compromise on design. It's like building the Parthenon

with a flat asphalt roof because it's cheaper. . .

Irresistible

We will all have received the copy in last week's *C&D* from Wilkinson, offering us "an astonishing new look at the world's finest blades" and telling us of an irresistible campaign with a look all of its own. All I can say is that I wouldn't mind having a look at some of the new blades from time to time since my wholesalers seem to be out of stock more often than not, and I haven't seen hide nor hair of a rep for the best part of 12 months.

My difficulty arises over getting stocks at prices which will let me sell competitively, because it's no use buying at wholesale price when they are cheaper in the supermarket. This whole business of marketing "at special prices" is a pain in the neck when everyone knows the true retail is about a third lower than list. But to get terms we have to buy heavily twice a year when we may be offered promotions — which turn out to be the proper price anyway.

All in all I am beginning to think I would welcome the comprehensive overhaul of existing law related to bargain offer claims, which the Director General of Fair Trading advocates. But in the meantime I suggest that Wilkinson spend some of their two million campaign money on getting a few reps to call on the smaller retailers with decent offers. I won't resist!

Sticky

From the response to my paragraph on gummed-up typewriters, I seem to have touched on a sore point. Well, there just ain't no simple answer I am afraid. The general advice I have received all involves methods of keeping the self-adhesive labels off the platen, either by inserting a folded paper holder for the backing strip, (which I think must be a bind in a busy shop) or lining the platen with an absorbent paper which can be removed easily.

One writer uses Fablon on the platen, to which individual labels are stuck and peeled off. But the best reply was from a pharmacist who disposed of his new typewriter in favour of an ancient post-war office Imperial machine, on which the platen and backing rollers can be removed by pushing two clips, so that cleaning is a matter of seconds . . . ■

Council stands firm on EEC free movement policy

The Pharmaceutical Society's Council has not changed its policy on the free movement of pharmacists within the EEC despite the branch representatives' motion calling on it to do so.

The motion, overwhelmingly passed at this year's representatives' meeting, (*C&D*, May 23, p969), urged the Society to oppose free movement until the UK had adopted planned distribution of pharmacies. In the Council's interim report on the resolutions passed at the meeting, it is noted that Council has conveyed its view to the DHSS that the problem of geographical distribution should be considered immediately within the EEC, but not as a precondition for implementing the free movement proposals. Council is to consider the view of the EEC Economic and Social Committee that the arrangements for both developments should be introduced at the same time.

Legible prescriptions

In reply to a motion calling for Council to put pressure on the medical and dental professions to ensure accurate and legible prescriptions, it has prepared a document setting out the legal requirements and the problems of illegible and inaccurate prescriptions. Copies are being sent to the British Medical Association, British Dental Association and the Society's branches, suggesting that it might form the basis for inter-professional discussions.

A resolution was passed asking for every registered pharmacy to be provided with a copy of Martindale and the cost included in the premises fee. Although Council considers the book is essential to good practice, implementing the resolution would require primary legislation and there is a minimal possibility of this at present.

The Society should formulate a policy on the use of written supplementary cautions and advice on dispensed medicines, it was decided at the meeting. Council has decided that the Society should become involved in this and the department of pharmaceutical sciences is currently investigating the whole question of information to patients.

Council considered a resolution calling for a more equitable sum for delegates to the British Pharmaceutical Conference and has decided that the subsistence

allowance for Branch delegates should be increased to £15.

A motion calling for Council to re-examine the practice of diluting oral liquid medicines to a 5ml dose has been referred to the General Practice Subcommittee and the Hospital and Industrial Pharmacists' Group Committee. ■

Self-diagnosed case of toxic shock

A case of toxic shock syndrome has been reported in which the patient diagnosed the condition herself after seeing a television programme.

In a letter to last week's *Lancet*, doctors at George Eliot Hospital, Nuneaton, describe how a 53-year old woman was admitted as an emergency in August 1980. The patient had vomiting attacks, diarrhoea, an erythematous rash, rigors, drowsiness and muscle pain. She was sweating, in fever and in hypovolaemic shock with a raised pulse rate and low blood pressure. Blood cultures were negative and the patient recovered slowly on symptomatic treatment.

This April, after seeing a television programme describing TSS, the patient contacted the authors saying she thought she had contracted the disease. She had used a Playtex tampon, for the first time, during the menstrual period that started five days before her admission, had experienced difficulty in using the plastic applicator and had noticed an offensive vaginal discharge. The authors say that although the value of media publicity in "fashionable" diseases has been questioned its benefit in suggesting the diagnosis to their patient has taught them both tolerance and humility. The association of the symptoms with the first use of a plastic applicator seems clear. ■

Psoralens in cancer

The Cancer Research Campaign has made a grant of £25,890 to the London Institute of Dermatology to investigate the possible role of psoralens and ultra-violet radiation in skin cancer. Psoralens (found in certain plants) have no biological or clinical effects but when combined with UV radiation they photosensitise the skin, and can be used for the effective treatment of some skin conditions.

However there is some evidence to suggest that long term use may increase the incidence of skin cancer. Bergamot oil, which is widely used in cosmetics, contains the psoralen bergapten.

Chefaro, manufacturers of Bergasol sun preparations, say that bergamot oil can have protective properties, as it activates the melanin-producing cells in the skin, thus giving greater protection from the UV light in sunlight. ■

September sales

Retail sales by all chemists rose by 5 per cent in September to an index of 151 (1976 = 100), against an increase of 6 per cent (index 165) for all businesses. For small chemist businesses the index was 130 (+2 per cent) and for large 262 (+15 per cent). Combined sales by chemists and photographic dealers rose by 12 per cent to an index of 173. NHS receipts are not included. ■

Vantage members' Rome 'forum'

Vestric have released details of the first Vantage convention to be held in Rome, Thursday March 25 to Sunday March 28, 1982.

The venue is the Villa Pamphili, a modern luxury hotel a few kilometres from central Rome, and the subject matter an examination of trends in management and merchandising systems in the UK and overseas.

An "internationally known speaker" will participate in the "mainly business" day of the conference (Friday) when delegates will divide into syndicate sessions "to take not only a critical look at Vantage, but also ways in which Vantage members can improve their image, their merchandising and their shop layout."

Vantage manager Alan Turner says that although attendance must be limited to 250 delegates, the convention is "of paramount importance" to both Vestric and the Vantage members. "As members of the country's leading national independent chemists symbol group — Vantage has more outlets than Boots and is growing at the rate of ten a week — the delegates should leave the convention with the know-how and backing to meet the competition on their own terms."

The convention itinerary will include receptions, a tour of Rome by night, and a full day's sightseeing tour taking in St. Peters and the Sistine Chapel, lunch at the Tivoli Gardens and a gala banquet on the last night. ■

ASSISTANT OF THE YEAR



With the grand final of the Chemist Assistant of the year competition only days away, results are pouring in. At Winchester Yvonne Didushko of Savory & Moore, 135 Highlands Road, Fareham, Hants was the winner. Lorraine Radford (left of winner) was second and Jill Golding (right of winner) third. Pictured are the three prizewinners with the rest of the contestants. The regional heat was organised by Herbert Ferryman Ltd



Mike Watchom, sales director of Numark wholesaler R. Daniels & Son (right) presents a black and white portable television to Vicki Beardsley of P.J. Singleton, 114 Cotmanhay Road, Ikeston, winner of the Chemist Assistant of the Year prize draw



At Leicester Elaine Miller of Graham Walker, Hall Place, Spalding won herself a place in the London final. In second place was Patricia Bithrey, third Dhiraj Mody with a prize in the 19 and under category awarded to Susan Grinham. Pictured below are the winners. This regional final was organised by E. H. Butler & Son Ltd

More results on p927

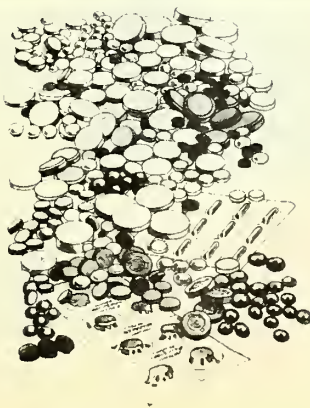


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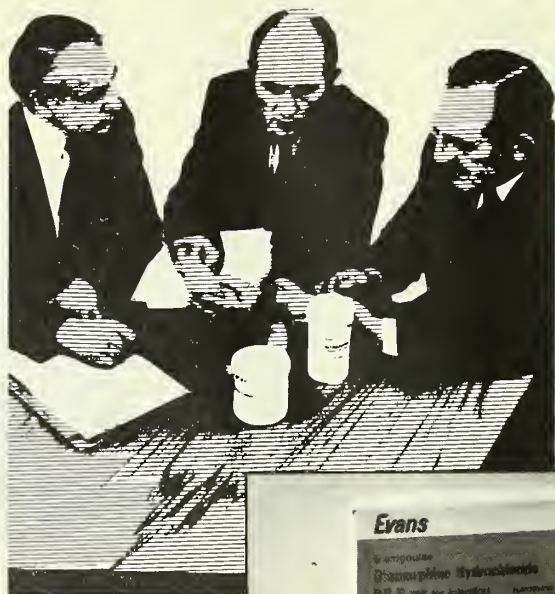
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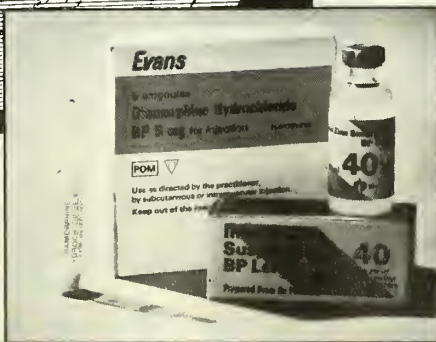


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Certain essential medicines are available in this country only from Evans. Examples include injectable presentations of Streptomycin Sulphate, Diamorphine Hydrochloride and tablets of Dehydrocholic Acid.

Such products are supported by sales of the more widely used Evans Standard drugs, Generics, Insulins, Heparins and OTC products available to you from your wholesaler.

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Evans

**Run by pharmacists
for pharmacists**

PRESCRIPTION SPECIALITIES

Capoten for severe heart failure

The indications for Capoten have been extended to include the treatment of severe treatment-refractory congestive heart failure. It should be used in conjunction with the highest usual dose of diuretic and with digitalis but only after these agents have failed to produce a satisfactory response.

In heart failure, the usual starting dose is 25mg three times a day and the usual effective dosage range is between 25mg and 150mg three times a day. Dosage increases beyond 50mg three times a day should, where possible, be delayed for several weeks to determine if a satisfactory response occurs. Capoten therapy should be started in hospital and should not exceed a dose of 450mg daily.

Capoten was introduced earlier this year (*C&D*, April 4, p360) for use in severe hypertension. It prevents the conversion of angiotensin I to angiotensin II and suppresses the renin-angiotensin-aldosterone system. *E.R. Squibb & Sons Ltd, Reeds Lane, Moreton, Merseyside L46 1QW.* ■

Rimevax measles vaccine

Manufacturer Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts AL7 1EY

Description Pink, freeze-dried pellet in a glass vial with a separate ampoule of clear, colourless, sterile diluent. Each 0.5ml dose of reconstituted vaccine contains not less than 1,000 TCID₅₀ of the highly attenuated live Schwarz strain measles virus and not more than 25µg neomycin sulphate

Indications Active immunisation against measles. If given to contacts within three days of exposure to measles, the full clinical disease may be suppressed

Dosage For both adults and children, 0.5ml of the reconstituted vaccine by subcutaneous or intramuscular injection. Measles vaccine should not normally be given to infants under one year old because of the possibility of interference from passive maternal antibodies

Contraindications, precautions etc As for other live attenuated measles vaccines. Hypersensitivity to neomycin

Pharmaceutical precautions The vaccine should be stored between 2° to 8°C and should not be frozen (lower temperatures

will not harm the vaccine but may damage the diluent ampoule). Rimevax has a high heat stability and when stored as recommended has a shelf life of 24 months. At room temperature it is stable for up to four weeks. The vaccine should be used immediately after reconstitution and certainly within one hour

Packs Single-dose (£1.45); 50 doses (£58.50 — both trade)

Supply restrictions Prescription only
Issued November 1981 ■

Diffiam oral rinse

Manufacturer Carnegie Medical, 1 Morley Street, Loughborough, Leics LE11 1EP
Description Clear, green solution containing benzydamine hydrochloride 0.15 per cent

Indications Locally-acting analgesic and anti-inflammatory for painful conditions of the mouth and throat. These include traumatic conditions such as pharyngitis following tonsillectomy or the use of a naso-gastric tube, dental surgery; and inflammatory conditions such as aphthous ulcers and oral ulcerations due to radiation therapy

Dosage Adults should rinse or gargle with 15ml every 1½ to 3 hours as required for pain relief. The solution should not be swallowed and should generally be used undiluted although it may be diluted with water if stinging occurs. Uninterrupted treatment should not exceed seven days. Not suitable for children under 12

Side effects Oral tissue numbness or stinging sensations may occur

Packs 200ml (£2.24 trade)

Supply restrictions Pharmacy only
Issued November 18, 1981 ■

Short supplies still at Boehringer

Bisolvomycin capsules are still in short supply and normal stocks may not be resumed until mid-December. Shortages also continue of some Boehringer-distributed WB Pharmaceuticals' products — Celevac tablets, 1 per cent Mydrilate eyedrops, and both strengths of Penotrane pessaries. *Boehringer Ingelheim Ltd, Southern Industrial Estate, Bracknell, Berks RG12 4YS.* ■

Folex in 30s

Rybar Laboratories have introduced a 30-tablet pack (£0.52 trade) of Folex 350 tablets. All sizes are now being packed in white plastic Securitainers with pilferproof caps and an improved label design. Distributors are *Farillon Ltd, Bryant Avenue, Romford RM3 0PJ.* ■

Lomotil packs

Searle are replacing their Lomotil 100-tablet bottles with blister packs. The 500 and 1000-tablet packs are unchanged. *Searle Pharmaceuticals Ltd, Whalton Road, Morpeth, Northumberland.* ■

Two from Martindale

Martindale Pharmaceuticals are introducing two new specialities on November 16. Medised suspension (100ml £0.65 trade) contains paracetamol and promethazine hydrochloride, and Medilave gel (10g £0.38) contains benzocaine and cetylpyridinium chloride. Full details next week. *Distributors Farillon Ltd, Romford, Essex.* ■

Crackers on FP 10's

G.F. Brand gluten-free crackers can now be prescribed on FP10's. The products was introduced just over a year ago and the manufacturers say it has now become one of their most popular gluten-free products. *G.F. Dietary Supplies, Lowther Road, Stanmore, Middx HA7 1EL.* ■

ON TV NEXT WEEK

| | | | | | |
|----|-----------|----|--------------|----|------------|
| Ln | London | WW | Wales & West | We | Westward |
| M | Midlands | So | South | B | Border |
| Lc | Lancs | NE | North-east | G | Grampian |
| Y | Yorkshire | A | Anglia | E | Eireann |
| Sc | Scotland | U | Ulster | CI | Channel Is |

All Clear shampoo:

Anadin: All areas

Askit powders: Sc, G

Bic razors: Ln, Y, NE, We

Complan: Ln, Y, Sc, WW, So, NE, We, G

Crookes One-a-day multivitamins: M, WW, We, Lc, Sc, So, CI

Denclen denture cleaner: M, C, Y, NE

Disprin: All areas

Duracell: All areas

Head & Shoulders: Ln, M, Lc, Y, A, U, B

Impulse: All areas

Keystone 308: Y, NE

Lemsip: All areas

Marmite: Ln, M, WW, So, A, We, CI

Mucron decongestant: U

Ovaltine milk chocolate bars: All except E

Pharmacin: All areas

Paddi Cosifits: All areas

Philishave: All areas

Sanatogen multivitamins: All areas

Vitaplus multivitamins: M, Lc, Y, NE, WW, A, We

Waxworks: Ln

When to recommend Radian...



...recommend Radian to Cricketers.

Pre-match to aid suppleness.
After match for bruises, strains or a pull to leg or arm. Radian-B has been supplied to the England Cricketers on the present tour to India. Can you think of a better test?

Radian-B

Liniment · Spray · Radian Massage Cream
RELIEF WHERE IT HURTS

COUNTERPOINTS

Vestric health food range aims to overcome market 'confusion'

Vestric is entering the health food market with a two-phase launch of a range of health foods and dietary supplements. The package totals some 80 different lines, covering flours, rice, bran and nine varieties of wholemeal biscuits, together with various jams and honey, sunflower and wheatgerm oils and cider vinegar. Vitamin supplements and an extensive selection of dietary supplements are also to become available from Vestric, with a number of homeopathic remedies.

As the initial phase of the launch, all the products have been added to the product list order form and a basic catalogue and order form is being mailed out to all independent chemists — whether Vestric customers or not.

"The new range," says the company, "is primarily aimed at those chemists who have not previously tackled health foods in a substantial way, and who are perhaps reluctant to venture into what is

undoubtedly a confusing market sector, covering as it does a multiplicity of products. Yet research appears to indicate that the general public expects considerably more chemists to stock large varieties of health foods than actually do so." Vestric is confident that the widespread availability of its balanced health foods "package" will encourage chemists everywhere to branch out into this expanding market.

The company says it has deliberately included a "wide diversity" of products in the package. However, "it is anticipated that developments, in the form of expansion and rationalisation of the range, will take place in the not-too-distant future" in response to both demands from Vestric's customers and to the company's "increased presence in this market." *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE.* ■

If the cap fits . . .

A free bottle of C-Vit will be available to consumers in return for bottle token caps (either nine on the 12oz size, six 18oz or four 26 oz). Three million bottles will carry the offer collarettes and the consumer will receive a voucher that can be exchanged for a free 18 oz bottle or used in part payment towards a 26 oz size. Closing date for redemption is September 30, 1982.

The brand is being supported by a £340,000 poster campaign in the London, Anglia, Southern, Wales, Midlands, Westward, Lancashire and Yorkshire regions. It is scheduled to run until the end of January.

C-Vit is credited with a 32.3 per cent share of the £15m grocery blackcurrant

health drinks market, a market share which is reported to be "steadily increasing, particularly in grocery multiples." *Corona Soft Drinks, Beecham House, Great West Road, Brentford, Middlesex.* ■

Christmas cars

Duracell are running an in-store pre-Christmas POS promotion offering customers £1 off their next Duracell purchase and giving them the opportunity to win a Porsche 924 car.

Header cards advertising the competition are available and feature tear-off combined entry forms and voucher application forms. Vouchers of £1 are offered for two proofs of purchase of listed packs and can be redeemed against any of these same packs. The same proof of purchase entitles entry to the competition which comprises listing points of interest about the Porsche in order of preference. The competition closes December 31.

Duracell is to be advertised nationally on television during the nine weeks before Christmas. *Duracell UK, Gatwick Road, Crawley, Sussex.* ■



Ozicote anti-fogging lens cleaner has been repackaged in a blue and silver aerosol spray unit. The twist lock cap has also been replaced by a lift off cover. G.H. Wood & Co Ltd, Wealdstone Road, Kimpton Industrial Estate, Sutton, Surrey

COUNTERPOINTS

Kleenex launch Muppet tissues

Kimberly-Clark are introducing the first facial tissues specifically designed for children — Kleenex Muppet tissues.

Consumer research indicated a real need for a children's tissue with a strong visual appeal which was associated with a popular character, the company says. They picked the Muppets because the children's recall of these characters was greater than any other current favourites and because they were also popular with adults who will do the actual purchasing.

The packs and tissues are the same shape and size as Kleenex Boutique and they will sell for the same price (about £0.45). Three of the most popular Muppets are used on the packs, Kermit, Miss Piggy and Fozzie Bear, with different colour tissues for each character — green and yellow; pink and lilac, and coffee and peach, respectively. The tissues "pop-up" in the same way as Boutique so



children are only able to take one at a time. *Kimberly-Clark Ltd, Larkfield, Nr Maidstone, Kent.* ■

Odaban supplies

Odaban, the spray anti-perspirant for bad perspiration problems (*C&D*, July 12, 1980, p50) is now available through Unichem and Vestric and will be advertised in the national and women's Press. *J.L. Bracey, 6 Westway, Maghull Town Centre, Liverpool L31 0DQ.* ■

Rave addition

Chesebrough-Pond's are launching a Rave extra curly in a pink and brown pack to differentiate it from the original Rave soft perm. The new perm is said to be suitable for "shorter softer curlier styles" and is available in both complete (£3.25) and refill kits (£2). The extra curly complete kit contains 50 small curlers. *Chesebrough-Pond's Ltd, PO Box 242, Consort House, Victoria Street, Windsor, Berks SL4 1EX.* ■

Tender Touch offer out of the blue

A trade promotion on Tender Touch cotton wool currently offers the retailer one dozen 125ml Nivea skin fresheners at half-price with every order of two dozen Tender Touch pads. *Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts.* ■

customers with mouth ulcers need chemists with Medijel

If a customer is suffering with a mouth ulcer, he'll be looking for quick relief from pain and he wants something that will help to promote rapid healing.

In other words, he wants soft, soothing Medijel.

So display Medijel gel on your counter, and let your customers help themselves to fast relief from sore mouths and mouth ulcers. You'll be helping yourself at the same time.

Medijel

Soothing gel now on GSL.
Also available in soft pastilles.

Dendron Limited, 94 Rickmansworth Road,
Watford, Herts. WD1 7JJ Tel. (0923) 29251.



Mollycoddle nappy pants with inner and outer layers

A "different" type of nappy pant, manufactured by a newly-formed co-operative, is being launched this week.

The pants are called Mollycoddle and are designed for use with terry towel nappies. There are four sizes — small, medium, large and extra large — for babies up to 30 months old. Available in white, pink, blue, lemon and patterned material, the pants will retail for £0.99.

The difference lies in the design which incorporates a plastic inner pant and a cotton outer pant, joined at the leg but with separate waist-bands. This allows the mother to tuck the baby's vest between the inner and outer pant thus preventing draughts around the back and stomach and stopping the vest from soaking up any

wetness from the nappy. Special attention has been given to designing the legs, say the manufacturers, to avoid any rough edges.

The co-operative is called Textile Enterprises Ltd (see p941) and is based in South London. Initially the pants will only be sold-in to retail chemists in the South East. A special pack containing 17 + 1 pants in patterned material is available during the launch period, after which outers of 144 in either white, blue and pink or lemon and patterned will be sold. *Textile Enterprises Ltd, 49 Temperley Road, London SW12 8QE. Tel: 01-675 5231. ■*

Health & Diet - more product launches

Health & Diet are to launch three new biscuits (150g, £0.36) — farmhouse cookies, natural bran and malted oatmeal — under the Holly Mill brand name and a wholemeal Slymbread (£0.44) which, the company says, satisfies the slimmer's needs for low calorie/high protein diets in a wholemeal recipe. Advertising for both products will appear in *Here's Health* and *Health Now* and for Slymbread only in all



the major slimming magazines early next year. *Health & Diet Food Co. Ltd, Seymour House, 79 High Street, Godalming, Surrey GU7 1AW. ■*

Jim Peacock, Clairol national sales manager, and Rosemary Gibbs, area sales representative, presenting the winners of the Clairol travel display competition with their tickets for a 14-day holiday in America. The winners are Mrs Dicker

(centre) from Frost's Chemist, Sutton Coldfield, Mr Cope (second from right) of Lewis's department store, Hanley and Miss Davies (far right) of Green's chemist, Coventry



All Clear update in new 'economy' size

All Clear anti-dandruff shampoo is being relaunched in new bottles with an easy-to-grip shape and non-slip cap. A 250g economy size (£1.69) has also been added to the range — 33 per cent of all anti-dandruff shampoo sales are in this sector — and new perfumes developed for each



variant. For the introductory period the shampoo will be available at the following suggested prices: 75g, £0.39; 150g, £0.59 and 250g, £0.97.

The shampoo market, estimated to be worth £100 million at retail prices, is the largest of the haircare markets, with a two per cent annual volume growth. Of this the anti-dandruff sector accounts for approximately 39 per cent of all shampoos sold, eight per cent of these being All Clear.

Research, says the company, has found that whilst 39 per cent of women and 47 per cent of men admit to suffering from dandruff, 18 per cent of women sufferers and 14 per cent of men never use a dandruff shampoo. And the company believes "these figures suggest that there is clearly potential for further growth for the right product." *Elida Gibbs, Portman Square, London W1A 1DY. ■*

Win a hamper

This Christmas, Philips Small Appliances are giving away 150 food hampers to retailers who build the "most eye-catching" displays with the Philishave and Ladyshave ranges. As a bonus, the first 250 entrants will be able to choose either a Philishave battery compact or a Ladyshave cordless.

To enter the "Christmas Cracker" competition, retailers have to send in a photograph of their displays which should make use of the POS material available from Philips sales representatives. Closing date is November 28. *Philips Small Appliances, Drury Lane, Hastings, Sussex. ■*

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HEALTH-HOME-BEAUTY



| Product | Size | Cost | MRP | RSP | Profit on Return |
|---------------------|---------------|-------|-----------------|------|------------------|
| Palmolive Soap | 12 x bath | £1.64 | 29½p | 19½p | 19.3% |
| Colgate Toothpaste | 12 x large | £2.69 | 61p | 32½p | 20.6% |
| Colgate Toothpaste | 12 x standard | £1.79 | 40½p | 21½p | 20.2% |
| Comfort | 12 x 1 litre | £3.56 | — | 41p | 16.7% |
| Jif | 24 x standard | £6.37 | — | 37p | 17.5% |
| Radox Bath Salts | 6 x medium | £1.93 | — | 47p | 21.2% |
| Radox Bath Salts | 6 x large | £2.80 | — | 68p | 21% |
| Alka Seltzer | 12 x 12 tabs | £4.81 | 72p | — | 35.9% |
| Alka Seltzer | 6 x 30 tabs | £4.31 | £1.29 | — | 35.9% |
| Andrews Liver Salts | 12 x 4 oz | £4.61 | 64p | — | 30.9% |
| Andrews Liver Salts | 12 x 8 oz | £7.86 | £1.09 | — | 30.8% |
| Glen Toilet Rolls | 12 x twin | £2.59 | — | 26p | 4.5% |

OFFERS AVAILABLE FROM 16th NOVEMBER UNTIL 4th DECEMBER, 1981

I am interested in becoming a N&P registered customer

If you are not already a registered customer and would like further details complete and post this coupon
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Are your premises registered for business purposes YES ☐ NO ☐

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| | | | | | | | | |
|--|--|---|--|---|--|--|--|--|
| ALDERSHOT Tel Aldershot (0252) 313058/9/0 | CARDIFF Tel Cardiff (0222) 757927 | COLCHESTER Tel Colchester (0206) 71281 | EASTLEIGH Tel Southampton (0703) 610816/7/8/9 | LOWESTOFT Tel Lowestoft (0502) 65168 | NORWICH Tel Norwich (0603) 49029 | PLYMOUTH Tel Plymouth (0752) 708111/2/3 | READING Tel Reading (0734) 585739 | STAINES Tel Staines (81) 52515 |
| AVONMOUTH Tel Avonmouth (0272) 825551 | CHATHAM Tel Medway (0634) 41621 | COWES Tel Cowes (0983) 296511 | HANWELL Tel 01-579 5297/8 | LUTON Tel Luton (0582) 583366 | NOTTINGHAM Tel Nottingham (0602) 869678/9 | PORTSMOUTH Tel Portsmouth (0705) 63563 | SIDCUP Tel 01-302 6237 | WALTHAM ABBEY Tel Lee Valley (9) 715115 |
| BARNHAM Tel Yapton (0243) 552628 | CHRISTCHURCH Tel Christchurch (0202) 482071 | DAGENHAM Tel 01-592 7839 593 3501 | IPSWICH Tel Ipswich (0473) 59059 | NORTHAMPTON Tel Northampton (0604) 53012 | PETERBOROUGH Tel Peterborough (0733) 231941 | RAYNES PARK Tel 01-946 9111 | SOUTHEND Tel Southend (0702) 526341/2 | WATFORD Tel Watford (92) 43903 |
| BRIGHTON Tel Brighton (0273) 779731 | | | | | | | | |

**We do not compete with our customers -
we neither own nor control any retail shops.
We neither wish nor intend to serve members of the general public.**

Boost for handcare market with Atrixo skin conditioning lotion

Smith & Nephew have launched Atrixo skin conditioning lotion for dry skin, a product they believe "will complement its cream counterpart by appealing to the 18-34 age group who require the convenience of a lotion product as opposed to a cream." Atrixo lotion, they say, will derive volume from existing lotion products and increase the brand's overall strength.

The packaging, in green, was found by consumer research to be easy to handle and suitable for handbag use. The flip top lid was seen as a further advantage.

Trade bonuses and a range of POS material will be available. Over £500,000 will be spent during 1982 on women's Press advertising, the first burst commencing mid-January through to April.

A consumer offer, commencing at the same time, comprises a coupon drop to five million homes. If the consumer takes the leaflet in store and matches the illustration exactly with an Atrixo lotion pack the bearer will win a first prize of £1,000. One difference wins a second prize of £250 and two differences £5. In all



there are two first prizes, ten second prizes and 100 third prizes are to be won.

Atrixo lotion is available in two sizes (100ml, £0.76 and 200ml, £1.09). Atrixo product group manager, Kevin Lannigan, comments — "The UK handcare market has been relatively stable over the last two or three years, and certainly needs the launch of a major new product to help create growth within the market. We are confident that the launch of Atrixo lotion will effectively do this and at the same time significantly increase the overall Atrixo business." *Smith & Nephew Toiletries Ltd, Welwyn Garden City, Herts.* ■

Yeast sachet included

All packs of Trufree 100 per cent gluten-free bread mixes now contain a sealed sachet of a new yeast product making preparation easier and simplifying the baking process. The inclusion of the new yeast pack means that customers no longer have to purchase yeast separately. *Larkhall Laboratories, 225 Putney Bridge Road, London SW15 2PY.* ■

Curling brush from Krups

Krups are introducing a Super Style heated curling brush which they say is robust enough for regular use and compact enough to carry around.

The styler has automatic voltage

control (110 to 240 v AC), a cool handle and curl release feature, a 3½in heated brush with a temperature indicator and a non-twist flex coupling. It is expected to retail for around £5.50. *Krups (UK) Ltd, West Thurrock, Grays, Essex RM16 1XD.* ■

Rance distribution

The Rance cleansing bar is now available nationally and will be advertised in *She, Woman's Journal, Beauty in Vogue, Vogue* and *Harpers & Queen* until January. *Jica Beauty Products Ltd, 258 Station Road, Addlestone, Surrey.* ■



Stan Newman (left) major account manager, Kimberly-Clark, took the opportunity to present Mr Peter Clark of Chichester (right) with a Sony video cassette recorder for winning the Numark/Kleenex lucky draw. Don Totfield, sales manager of Numark wholesaler Herbert Ferryman looks on

Country Basket range additions

A wholewheat crisp-bread and four new biscuits have been introduced into the Country Basket range of health foods. The crisp-bread, with the consistency and texture of toast, has 376 calories per 100g and is expected to sell for under £0.45 per 200g pack.

The biscuits are hazlenut, soya-nut, linseed and oatmeal the latter two being sugar-free (under £0.35 per 150g pack). The new products all come in full colour



cartons with detailed analysis of ingredients. *Newform Foods Ltd, Lowther Road, Stanmore, Middlesex.* ■

Four Sior lenses for SLR's

Mayfair Photographic are launching a new series of lenses to fit all popular SLR's — they already import and distribute Cokin filters.

The four Sior lenses available are a 28mm f2.8 wide angle lens with a macro plus system focusing from infinity to 20cm using a supplementary ring, and a 135mm f2.8 telephoto with "computer designed optics. The Sior 35-70mm f3.5-4.5 lens with a wide to short telephoto range features a "one touch" zoom and dual purpose focusing ring that brings the macro system into operation. The fourth lens is the all purpose 80-200mm f4.5 zoom, also with the Sior "one touch" zoom and macro facility.

The entire range of Sior lenses are multi-coated to reduce flare and ghosting, and the majority have built-in lens hoods and will fit Pentax screw, Pentax K, Canon, Olympus, Minolta, Nikon and Yashica/Contax fittings.

Sior lenses are supplied with cases and are exclusively imported and guaranteed for three years. *Mayfair Photographic, Hempstalls Lane, Newcastle-under-Lyme.* ■

Question 1. Which company first pioneered pure adrenalin, phenytoin, chloramphenicol, the fenamates and vidarabine?

Question 2. Which company has produced the only Braille-English medicine labels for use in retail pharmacy?

Question 3. Which company put £15 million in pharmacy only O.T.C's in your till last year?

Question 4. Which company is dedicated to the practice of retail pharmacy?

COUNTERPOINTS

Winter shades and colours created by Revlon

Revlon are to introduce Saturday Night Reds, eight new colours for the eyes, cheeks, lips and nails. Moisture creme lipstick (£2.15) and creme nail (£1.95) enamel are available in Saturday Night red and sensational red, frosted lipstick (£2.15) and crystalline nail enamel (£1.95) in sizzling red and golden overglaze. For the eyes and cheeks there is an eyeshadow kit (£3.25) comprising night rose and sparkling gold and blush-on duet (£4.95)

holding shades of satin rose and gold lame.

In the Charlie collection Revlon are making four shade additions, two available in shiny creme (rose gala and tuxedo pink) and two in bright frost (midnight garnet and sequinned plum). The extra shine lipsticks (£1.50) and nail gleamers (£1.40) will also be available from December. Night Orchids is the Ultima II

presentation for Christmas with two colourways, Amber Orchids and Starlight Orchids. Each includes new shades for cheeks, eyes, lips and nails as well as an all-over glitter in two new colours (£8.75). Also introduced will be a creamy powder blush duet (£8) which combines a powder blush with a colour highlighter in a single mirrored compact.

Finally three new shades have been added to the Eterna 27 beauty treatment make-up range. They are creamy beige, cool beige and tender rose (£5.75) and are for dry to extra dry skin. *Revlon International Corporation, 86 Brook Street, London W1.* ■

Which expectorant should you 'counter prescribe' for a lorry driver?



Give the thumbs up to

Franyllyn Expect.

WinPharm's entirely new treatment for chesty coughs

- * Ideal pharmacological profile
- * Rapid action, prolonged relief
- * Does not cause drowsiness



Working with pharmacy for a healthier future

Each 5ml of Franyllyn Expect contains Theophylline BP (Anhydrous) 60mg, Guaiphenesin BPC 25mg, Ephedrine BP 4.75mg. "Franyllyn" is a registered trade mark. Full information is available from WinPharm, Sterling-Winthrop House, Surbiton-upon-Thames, Surrey, KT6 4PH.

Unwins guarantee 50 per cent margin

Unwins Seeds of Histon are seeking to extend their outlets with the introduction of a scheme giving a 50 per cent profit on investment and total return of unsold stock in the first twelve months. A two foot square display stand stocking seed packets with a potential retail value of more than £330 and an alternative T-stand are available. Unit prices are from £0.26 and the offer is available on a national basis. Below, Unwins sale director, Mike Wilson, uses a tape measure to confirm the 24 inch width of the revolving dispenser unit. *Unwins Seeds Ltd, Histon, Cambridge CB4 4LE.* ■



Clinique cream

Clinique are launching a very emollient cream (60ml, £11.75) which the company says is suitable for use on dry skin, both under make-up and at night. *Clinique Laboratories Ltd, 54 Grosvenor Street, London W1.* ■



FREE Rose Bushes from
Oil of Ulay/Biacol

FREE £5 Refund from
Head & Shoulders/Crest

FREE Crystal Vases
from Beecham Scott &
Bowne

FREE Drinks Vouchers
from Beecham Foods

FREE Debenhams
Vouchers
from Cow & Gate

MEDICINES

12 1/2% OFF

15% OFF
 Bonjela
 Lem-Sip
 Alka-Seltzer
 Chapstick
 Anadin
 Rennies

POUR PRICES DOWN

£11.40 each
 Button
 Cameras
£3.47 each
 SX 70 Film

UP TO 45% OFF

32% Off
 Cream Silk
28% Off
 Harmony Hairspray
23% Off
 Harmony Shampoo
45% Off
 Wella Conditioner
15% Off
 Wella Silvikrin
15% Off
 Pure Silvikrin
15% Off
 Amami
 Head & Shoulders
15% Off
 Silvikrin Toners
 & Shaders

TOILETRIES

All 20% Off Trade

Dermidex
 Style Perms
 Gil Cartridges
 Foamy with Free Razor
 Crest Toothpaste
 Biactol Wash

GIFT IDEAS

15% Off Trade
 Cussons Classic
 Range
15% Off Trade
 Badedas
 Range
15% Off Trade
 Oil of Ulay
 Fenjal Creme
17 1/2% Off Trade
 Bath

BABY CARE AMAZING BARGAINS

21% Off Trade
 Snugglers
10% Off Trade
 Cow & Gate
 Premium
 Cow & Gate
13 1/2% Off Trade
 Jars

FREE BOX OF CRACKERS
 (as featured overpage)
WHEN YOU SPEND £50 OR MORE see order form for details

SUPPLEMENT TO CHEMIST & DRUGGIST
 NOV 14

SANGERS
 Pharmaceuticals

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Plus Free Gifts On
Winter Medicines
Christmas Toiletries
Essential**

SYLVANIA FLASH

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Special prices on
Special prices on
Special Trip, Nova Cameras
Olympus more photographic
And lots more products
And lots more products

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SYLVANIA FLASH NOW 25% OFF TRADE.

SHARP

B&W 12" TV Set
£49.95 each
Colour 14" TV Set
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Plus car radios, cassette
players plus other items.

Special prices on PHILIPS & CLAIROL

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£7.61
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plus free camera holdalls
plus free camera holdalls
and cash refunds
and cash refunds
STOP PRESS! STOP PRESS! STOP PRESS! STOP PRESS!
KODAK FILM NOW 12 1/2% OFF TRADE
KODAK CAMERAS 10% OFF TRADE

WINTER DRINK PRICES DOWN

Off Trade
15% Off Trade
12 1/2% Off Trade
15% Off Trade
Lucozade
Ribena
Horlicks

SANGERS

Pharmaceuticals

Christmas Crackers

SEE SEPARATE
ORDER FORM
OR CONTACT
YOUR LOCAL
SANGERS BRANCH
FOR DETAILS



Barclays

**ENTERPRISE**

ALL ROUNDERS FOR PHARMACY

ENTERPRISE TOP TIER

CHRISTMAS PROMOTION

| PRODUCT & PACK | Normal Trade Price | Enterprise Top Tier Price | RSP | SSP | Profit on Return |
|---|-----------------------|------------------------------|------------------|----------------|---------------------|
| SENSODYNE TOOTHPASTE 12 x Large Original & New Mint 12 x Economy Original & New Mint | 6.53 9.61 | 5.21 7.99 | 90 1.25 | 69 99 | 27½% 22½% |
| LISTERMINT 12 x 220 ml 6 x 400 ml | 5.76 4.44 | 4.71 3.71 | 75 1.19 | 62 95 | 27% 25% |
| ANDREX TOILET TISSUE 18 x Twinpack | — | 6.17 | — | 41 | 4½% |
| KLEENEX TISSUES 24 x 150's Soft White/Coloured | — | 7.55 | — | 44 | 17½% |
| ENTERPRISE HOT WATER BOTTLES 25 x Model 333 25 x Model 666 | — — | 29.35 30.15 | 2.49 2.69 | 1.95 2.10 | 30% 34% |
| COW & GATE BABY MEALS 12 x Yoghurt Desserts 12 x Junior 12 x Spoonfoods | — 2.56 2.30 | 2.03 2.16 1.95 | 24½ 26 23½ | 21 21 19 | 19½% 14% 14½% |
| LIBRA 24 x Regular 10's + 5 Free 24 x Super 10's + 5 Free | — — | 7.35 8.20 | — — | 45 49 | 21½% 20% |
| PALMOLIVE RAPID SHAVE 6 x 200 gm + 25% Extra Free | 3.27 | 2.10 | 82½ | 49 | 17½% |
| WILKINSON HANDY DISPOSABLE RAZORS 40 x 5's | 9.04 | 6.00 | 27½ | 19½ | 12% |
| NICE 'N' EASY HAIR COLOURS 3 x All Variants | 4.02 | 2.81 | 2.15 | 1.35 | 21½% |
| SUNSILK SHAMPOOS 12 x 80 ml (All Variants) 12 x 130 ml (All Variants) | 4.40 6.06 | 2.75 3.74 | 56 77 | 32 45 | 18½% 20% |
| SUNSILK HAIRSPRAYS 12 x 180 ml (All Variants) | 8.58 | 6.17 | 1.09 | 74 | 20% |
| ENTERPRISE BLEACH 12 x 1 Litre | — | 1.80 | 23 | 21 | 17½% |

FREE DISPLAY MATERIAL WITH
EVERY TOP TIER PROMOTION

WINDOW BILLS
SHELF BARKERS
STACK CARDS

Available from your local Barclay Enterprise Depot for 4 weeks from 16th November 1981

BELFAST 0231 65155
BOLTON 0204 693333
COVENTRY 0203 465251
DARLINGTON 0325 61491
ENFIELD 01 805 7979

GRIMSBY 0472 58111
NEWPORT (GWENT) 0633 273391
LEEDS 0532 589311
SHEFFIELD 0742 481101
STOKE-ON-TRENT 0782 659451



ENTERPRISE

ALL ROUNDERS FOR PHARMACY

WINTER GENERICS OFFER

| PRODUCT | PACK | PRICES | CODE | ORDER |
|----------------------------------|-------------|--------|--------|-------|
| Ampicillin Capsules 250mg | 500 | 11.50 | 256099 | |
| Ampicillin Capsules 500mg | 250 | 11.50 | 256102 | |
| Ampicillin Syrup 125mg | 10 x 100 ml | 5.25 | 260517 | |
| Ampicillin Syrup 250mg | 10 x 100 ml | 9.10 | 260525 | |
| Codeine Phosphate Tablets 30mg | 1000 | 18.80 | 220957 | |
| Erythromycin Tablets 250mg | 500 | 17.50 | 256994 | |
| Oxytetracycline Tablets 250mg | 1000 | 6.85 | 235458 | |
| Paracetamol Tablets 500mg | 1000 | 3.10 | 222100 | |
| Penicillin V Syrup 125mg | 10 x 100 ml | 3.70 | 260533 | |
| Penicillin V Syrup 250mg | 10 x 100 ml | 4.90 | 260541 | |
| Penicillin V Tablets 250mg | 1000 | 9.70 | 236462 | |
| Tetracycline Tablets 250mg | 1000 | 9.30 | 237159 | |
| Amitriptyline Tablets 25mg | 1000 | 6.50 | 256137 | |
| Bendrofluazide Tablets 5mg | 1000 | 2.95 | 256145 | |
| Chlorpropamide Tablets 250mg | 500 | 6.75 | 036064 | |
| Co-Trimoxazole Tablets 480mg | 500 | 17.50 | 036056 | |
| Diazepam Tablets 2mg | 1000 | 1.45 | 255947 | |
| Diazepam Tablets 5mg | 1000 | 1.75 | 255955 | |
| Diazepam Tablets 10mg | 500 | 1.75 | 255963 | |
| Fruzemide Tablets 40mg | 1000 | 5.75 | 255599 | |
| Ibuprofen Tablets 200mg | 500 | 7.40 | 036048 | |
| Ibuprofen Tablets 400mg | 250 | 7.25 | 036021 | |
| Imipramine Tablets 25mg | 1000 | 3.70 | 235407 | |
| Indomethacin Capsules 25mg | 500 | 7.25 | 256889 | |
| Methyldopa Tablets 250mg | 1000 | 17.75 | 256153 | |
| Methyldopa Tablets 500mg | 500 | 17.75 | 256161 | |
| Nitrazepam Tablets 5mg | 500 | 1.95 | 256439 | |
| Phenylbutazone Tablets 100mg | 1000 | 3.50 | 235822 | |
| Prednisolone Tablets 1mg | 500 | 1.60 | 222666 | |
| Prednisolone Tablets 5mg | 500 | 3.30 | 222682 | |
| Prednisone Tablets 1mg | 1000 | 2.85 | 248533 | |
| Prednisone Tablets 5mg | 1000 | 6.75 | 237558 | |
| Propranolol Tablets 10mg | 500 | 2.60 | 036013 | |
| Propranolol Tablets 40mg | 1000 | 10.75 | 036005 | |
| Propranolol Tablets 80mg | 500 | 9.20 | 036285 | |
| Propranolol Tablets 160mg | 100 | 3.55 | 257796 | |
| Quinine Bisulphate Tablets 300mg | 500 | 11.95 | 237566 | |
| Quinine Sulphate Tablets 300mg | 500 | 11.95 | 247308 | |
| Tolbutamide Tablets 500mg | 500 | 4.50 | 035971 | |

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DATE

MINIMUM ORDER – £50

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of month following date of invoice

Offer subject to availability

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Barclays

**ENTERPRISE**

ALL ROUNDERS FOR PHARMACY

ENTERPRISE TOP TIER CHRISTMAS PROMOTION

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| LISTERMINT 12 x 220 ml 6 x 400 ml | 5.76 4.44 | 4.71 3.71 | 75 1.19 | 62 95 | 27% 25% |
| ANDREX TOILET TISSUE 18 x Twinpack | — | 6.17 | — | 41 | 4½% |
| KLEENEX TISSUES 24 x 150's Soft White/Coloured | — | 7.55 | — | 44 | 17½% |
| ENTERPRISE HOT WATER BOTTLES 25 x Model 333 25 x Model 666 | — — | 29.35 30.15 | 2.49 2.69 | 1.95 2.10 | 30% 34% |
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| LIBRA 24 x Regular 10's + 5 Free 24 x Super 10's + 5 Free | — — | 7.35 8.20 | — — | 45 49 | 21½% 20% |
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| SUNSILK HAIRSPRAYS 12 x 180 ml (All Variants) | 8.58 | 6.17 | 1.09 | 74 | 20% |
| ENTERPRISE BLEACH 12 x 1 Litre | — | 1.80 | 23 | 21 | 17½% |

FREE DISPLAY MATERIAL WITH
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WINDOW BILLS
SHELF BARKERS
STACK CARDS

Available from your local Barclay Enterprise Depot for 4 weeks from 16th November 1981

BELFAST 0231 65155
BOLTON 0204 693333
COVENTRY 0203 465251
DARLINGTON 0325 61491
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GRIMSBY 0472 58111
NEWPORT (GWENT) 0633 273391
LEEDS 0532 589311
SHEFFIELD 0742 481101
STOKE-ON-TRENT 0782 659451

Barclays

**ENTERPRISE**

ALL ROUNDERS FOR PHARMACY

WINTER GENERICS OFFER

| PRODUCT | | PACK | PRICES | CODE | ORDER |
|----------------------------|-------|-------------|--------|--------|-------|
| Ampicillin Capsules | 250mg | 500 | 11.50 | 256099 | |
| Ampicillin Capsules | 500mg | 250 | 11.50 | 256102 | |
| Ampicillin Syrup | 125mg | 10 x 100 ml | 5.25 | 260517 | |
| Ampicillin Syrup | 250mg | 10 x 100 ml | 9.10 | 260525 | |
| Codeine Phosphate Tablets | 30mg | 1000 | 18.80 | 220957 | |
| Erythromycin Tablets | 250mg | 500 | 17.50 | 256994 | |
| Oxytetracycline Tablets | 250mg | 1000 | 6.85 | 235458 | |
| Paracetamol Tablets | 500mg | 1000 | 3.10 | 222100 | |
| Penicillin V Syrup | 125mg | 10 x 100 ml | 3.70 | 260533 | |
| Penicillin V Syrup | 250mg | 10 x 100 ml | 4.90 | 260541 | |
| Penicillin V Tablets | 250mg | 1000 | 9.70 | 236462 | |
| Tetracycline Tablets | 250mg | 1000 | 9.30 | 237159 | |
| | | | | | |
| Amitriptyline Tablets | 25mg | 1000 | 6.50 | 256137 | |
| Bendrofluazide Tablets | 5mg | 1000 | 2.95 | 256145 | |
| Chlorpropamide Tablets | 250mg | 500 | 6.75 | 036064 | |
| Co-Trimoxazole Tablets | 480mg | 500 | 17.50 | 036056 | |
| Diazepam Tablets | 2mg | 1000 | 1.45 | 255947 | |
| Diazepam Tablets | 5mg | 1000 | 1.75 | 255955 | |
| Diazepam Tablets | 10mg | 500 | 1.75 | 255963 | |
| Frusemide Tablets | 40mg | 1000 | 5.75 | 255599 | |
| Ibuprofen Tablets | 200mg | 500 | 7.40 | 036048 | |
| Ibuprofen Tablets | 400mg | 250 | 7.25 | 036021 | |
| Imipramine Tablets | 25mg | 1000 | 3.70 | 235407 | |
| Indomethacin Capsules | 25mg | 500 | 7.25 | 256889 | |
| Methyldopa Tablets | 250mg | 1000 | 17.75 | 256153 | |
| Methyldopa Tablets | 500mg | 500 | 17.75 | 256161 | |
| Nitrazepam Tablets | 5mg | 500 | 1.95 | 256439 | |
| Phenylbutazone Tablets | 100mg | 1000 | 3.50 | 235822 | |
| Prednisolone Tablets | 1mg | 500 | 1.60 | 222666 | |
| Prednisolone Tablets | 5mg | 500 | 3.30 | 222682 | |
| Prednisone Tablets | 1mg | 1000 | 2.85 | 248533 | |
| Prednisone Tablets | 5mg | 1000 | 6.75 | 237558 | |
| Propranolol Tablets | 10mg | 500 | 2.60 | 036013 | |
| Propranolol Tablets | 40mg | 1000 | 10.75 | 036005 | |
| Propranolol Tablets | 80mg | 500 | 9.20 | 036285 | |
| Propranolol Tablets | 160mg | 100 | 3.55 | 257796 | |
| Quinine Bisulphate Tablets | 300mg | 500 | 11.95 | 237566 | |
| Quinine Sulphate Tablets | 300mg | 500 | 11.95 | 247308 | |
| Tolbutamide Tablets | 500mg | 500 | 4.50 | 035971 | |

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MINIMUM ORDER – £50

Terms, strictly nett, accounts payable 15th day
of month following date of invoice

Offer subject to availability

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Available On Prescription (Form FP10)

The New Wallace Holster and Bag— a significant advance in appliance comfort and patient confidence.

Drainage weight is taken by a waist band and a Holster on the leg contains the shaped urine bag, held steady by a loose band around the thigh. Both bands are fastened by velcro.

- ★ No drag on the catheter or appliance, as the weight is completely supported by the Holster.
- ★ No leg bag straps needed, eliminating the risk of skin irritation and restriction of circulation.
- ★ No possibility of the bag slipping or swinging.
- ★ Holster is made of washable cotton; available in three waist sizes.
- ★ Holster Bag of high quality welded P.V.C. and INDIVIDUALLY TESTED.

Patent Applied for No. 8032487

Instructions for fitting bag in holster

1. Place bag in holster.
2. Push buttons through bag holes first.
3. Then button-up holster straps to secure bag.
4. Take off the connector cap.
5. Secure catheter under holster strap.

| ORDER No. | DESCRIPTION | UNITS |
|-----------|--|-------|
| WH 6176 | Wallace Holster small waistband 61–76cm (24"–30") | 1 |
| WH 7691 | Wallace Holster medium waistband 76–91cm (30"–36") | 1 |
| WH 91112 | Wallace Holster large waistband 91–112cm (36"–44") | 1 |
| 400 H | Wallace Holster Bag 400cc with outlet valve, Sterile | 1 |

Order from:

Medical-Assist (Anglia) Ltd., Chandlers Row, Port Lane, Colchester, Essex. Tel: (0206) 45242

The company that produces these pharmacy-only best-sellers:



Self medication is becoming increasingly important. The Warner Parke-Davis range of Over-the-Counter medicines, supported by extensive prescription usage over many years, is a leading range of effective, profitable treatments that you can recommend with confidence.

Wm. R. WARNER & PARKE-DAVIS
part of the Warner-Lambert Group
Serving medicine and the community

Warner-Lambert (U.K.) Limited, Usk Road, Pontypool Gwent NP4 0YH.

*Trade mark R81114

Smile. It's on

For the first time, 'Kodak' Paper is being advertised on television.

The first commercials will appear around Christmas, and they'll be telling the public what most of you already know.

That Kodak helps the finisher help you get better prints for your customers.

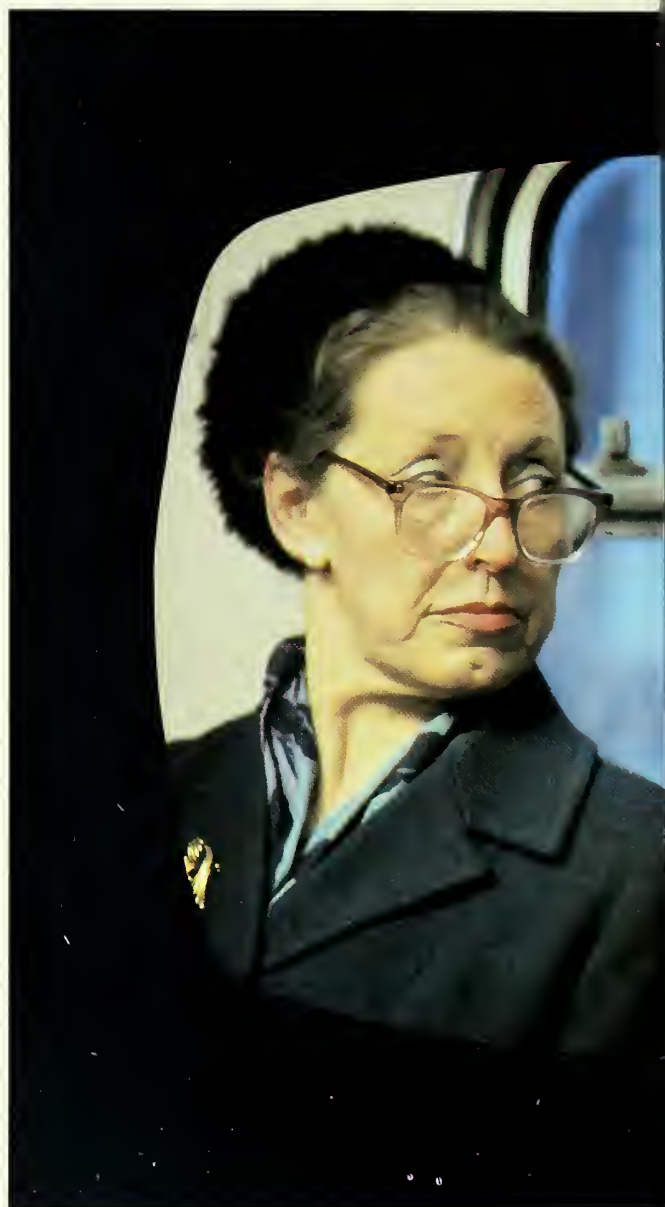
That prints on 'Kodak' Paper are of consistently better quality.

That your customers can be confident of the quality of their prints on 'Kodak' Paper.

Besides advertising at Christmas, we'll naturally be screening commercials in the summer to help you take advantage of the big holiday snaps business.

We shall also be in the national press, where we can tell millions of readers the reasons why prints on 'Kodak' Paper are of consistently good quality.

And we'll be informing them of the technical help and



advice that nobody provides in the way that Kodak does.

Take advantage of this campaign by using display material that says "Smile. It's on 'Kodak' paper." This will help customers identify your shop as the place for quality prints.

n television.



And, remember, we're coming up to the time of year when Christmas snaps are converted into print business. As the action takes place in the "box," make sure the

Smile. It's on 'Kodak' paper.



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Stealing from employers gets two struck off

A pharmacist who stole £652 from his employers to pay off hire purchase instalments on a £5,000 electric organ, was ordered to be struck off the Register despite a plea that his conversion to practising Christianity had changed his life.

Mr Ian Brockley, 30, of Westlands, Ravens Park, Bignell, Stoke, was told by Sir Carl Aarvold that if he re-established

his character and honesty of purpose it was open to him to apply for restoration. But the Committee would expect powerful testimonials that his conversion to Christianity had sustained him in an honest, straight forward and decent life.

Mr Brockley appeared before the Committee following his conviction 13 months ago by Stoke magistrates of two offences of stealing £7 from T.C.

Cornwell Ltd while manager of their Huntbach Street branch at Hanley, and two offences of falsifying a cash till roll. Fifty similar offences — 25 of theft and 25 of falsifying — were taken into consideration.

Mr Josselyn Hill, for the Committee, said Mr Brockley admitted stealing by under-ringing the till and placing a piece of cardboard on the customer's side so they would not notice any discrepancy. He had freely admitted stealing a total of £652 of which £152 was found in cash at his home and £500 in a special building society account opened for that purpose. All the money had been returned to his employers.

Mr Brockley told the Committee he started taking money from the till in January 1980. Usually the amount taken would be between £2 and £10, sometimes daily, sometimes weekly. He was instantly dismissed by Cornwells when the thefts were discovered. He was now employed by another company as a travelling relief pharmacist.

Mr Brockley said he went voluntarily to a consultant psychiatrist and had become a practising Christian. This had made a profound effect on his life, attitudes, emotions and personal discipline. Mr Paul Sherratt, for Mr Brockley, told the Committee that the intervention of God into his life was, of itself, going to be the most likely way of him never stealing again.

'Worthwhile person'

Another pharmacist stole from his employers to "prove he was a worthwhile person".

Detective Sergeant Peter Phillips said that Mr Suryakant Narsinhbhai Patel, 32, had told him he wanted to marry a girl whose parents were against the marriage. So he stole with the intention of raising enough money to buy a flat for his girlfriend "to prove to her parents he was a worthwhile person to become their son-in-law".

Mr Patel, of St Augustine Road, Camden Town, appeared before the Committee following his appearance at Knightsbridge Crown Court in January when he was sentenced to two years' imprisonment, suspended for two years, after admitting 12 "sample" charges of theft from his employers. The Committee ordered that his name be removed from the Register. He has three months to appeal against the decision.

Mr Josselyn Hill, for the Committee, said security men were watching when Mr Patel dispensed a private prescription costing £205.78 while working as a relief pharmacy manager at the Earls Court Road branch of Boots in November,

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1979. They saw him put only £2.30 into the till and keep the remainder.

Subsequent inquiries revealed that Mr Patel had been indulging in a variety of types of thefts. At his home they found over £12,000 worth of stolen medicines and pharmaceutical sundries which, he told police, he was hoping to sell.

Mr Patel freely admitted a series of thefts from the company over a three-month period, including stealing money instead of putting it in the till, medicinal products and sundries like a binocular, camera and electric razor.

Mr Patel told the Committee he was now very ashamed and realised he had brought disgrace on himself, his family and his profession. He joined Boots as a pre-registration student in July 1978 and started stealing when he qualified in July 1979.

Committee chairman, Sir Carl Aarvold, said it was heart-breaking that Mr Patel should turn his ability, courtesy and training into dishonesty and deceit.

Cardboard box

In another hearing a pharmacist who foiled drugs raiders by hiding his stock in a cardboard box after the Controlled Drugs cabinet in his Cobham shop had been rifled five times, was admonished.

Mr John Needham, 67, appeared before the Committee having already been fined £150 by Walton-on-Thames magistrates. He told the Committee that after his conviction last February, he had many telephone calls and letters of support, some from abroad. He considered he protected the public better by concealing the drugs in the way he did.

But Mr Needham, who is due to retire shortly, was told by Sir Carl Aarvold: "If you do not agree with the regulations you ought to provide greater security than they actually call for. That is the minimum you can do to express your disagreement with the regulations. It is not quite good enough to hide your drugs in a box."

Mr Needham said he had been interested in the problem of drug addiction for many years, and had given talks to youth clubs about its dangers. He had had three cabinets conforming to the regulations, and was of the opinion — fairly commonly held by his colleagues — that cabinets were useless. The gauge of the steel was not enough to deter anyone. He had now obtained a cabinet, "but it has not been tested yet".

When Mr Needham hid the drugs in an unmarked box along with 300 or 400 others his action proved successful — on the next occasion burglars were foiled.

Sir Carl Aarvold told Mrs Joy Evelyn Leach that the Committee had decided that if she applied for her name to be restored to the Register she would be successful. Following domestic problems she had been convicted for stealing amphetamines in 1974. The Committee decided to take no action on the conviction.

No supervision

Two court convictions and a complaint led to disciplinary proceedings against chemists John Harley Ltd of Queen Anne Street, London W1, and their superintendent pharmacist Geoffrey Simmonds, who is also a director of the company.

Mr Hill, for the Committee, said the company and Mr Simmonds pleaded guilty at Marylebone magistrates court in May 1980 to four charges of selling pharmacy-only medicines at their premises at 25 Queensway, London W2, without the supervision of a pharmacist. The company was fined £600 with £40 costs and Mr Simmonds fined £400 with £40 costs. In November that year the company was fined £100 with £25 costs after pleading guilty at Richmond-on-Thames magistrates court to unlawfully

using the title chemist in connection with the sale of goods at their branch at The Quadrant, Richmond.

The complaint, by the Council of the Society, was that the company "jumped the gun" by dispensing prescriptions at their premises at 295 High Holborn, WC1, before they were formally registered. The company's application to register the High Holborn premises came into effect on March 20. There was evidence the pharmacy had been dispensing prescriptions since March 11, said Mr Hill.

Mr Simmonds, 51, of Hampstead Way, NW11, told the Committee that the four items purchased by the inspectors at the Queensway shop were mistakenly put on the General Sale shelves. It was an unusual occurrence.

He said a temporary supply of plain

Continued overleaf



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Legionnaires' disease — an intracellular pathogen

By Dr G.B. West, principal lecturer, department of paramedical sciences, North East London Polytechnic

The medical community first became aware of the Legionnaires' disease bacillus in 1976 when it caused an epidemic of pneumonia which killed 34 people, most of whom were attending an American Legion convention in Philadelphia. The

causative organism was finally isolated and identified as an unusual Gram negative bacterium found in streams, ponds and freshwater reservoirs. It was later found to be an intracellular pathogen capable of existing independently but also

able to grow within the cytoplasm of susceptible cells.

Legionnaires' disease bacterium or *Legionella pneumophila* requires an intracellular environment in order to grow within the human body and it is now known that this pathogen thrives in blood monocytes and macrophages but not in polymorphs and lymphocytes. It grows particularly well in vacuoles in the cytoplasm of the host's cells which are coated with host-cell ribosomes, the machinery for synthesising the cell's proteins. The bacterium eventually destroys the monocyte and goes on to infect other monocytes and macrophages in the tissues. How is it then that some individuals contract the disease?

The immune system produces antibodies in response to each of the different types of bacteria to which our bodies are exposed. These antibodies and the group of serum proteins called complement are ligands which can be recognised by receptors on the cell membranes of both polymorphs and macrophages. Thus, when antibodies and complement coat disease-producing bacteria, polymorphs and macrophages are usually able to recognise and ingest them so that the bacteria are killed by one

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STATUTORY COMMITTEE

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bags was delivered to the Richmond shop after it ceased to be a pharmacy. When they ran out the manageress ordered a new batch from the warehouse but unfortunately they bore the word "chemist". After the inspector drew this to his attention he ordered staff to obliterate the word with marker pens as an emergency measure and he ordered a new supply. The order got mislaid and staff continued to use the old bags with the word chemist obliterated. But clearly this was not the case with the bag handed to the inspector.

Mr Simmonds said he received a letter early in March saying his application to register his pharmacy in High Holborn was being forwarded to the Minister. "I assumed it was only a technical matter that I did not actually have the letter of registration in my hand before I opened on March 11." His misfortune was that he was running a large number of shops and this put an enormous amount of pressure on him. He had since sold all but two of them. The Committee postponed judgment for 12 months. ■

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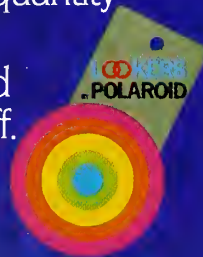
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Diamond Shamrock

Continued from p918

Legionnaires' disease

or more of the antimicrobial systems within these cells. But bacteria that are able to live and reproduce within monocytes and macrophages are resistant to the microbiocidal systems of all the phagocytic white blood cells — polymorphs, monocytes, and macrophages.

It seems that for *L. pneumophila*, as for tuberculosis and leprosy bacteria, the presence of serum antibodies directed against the bacteria does not protect the individual from infection. In such cases, cell-mediated immunity comes into play, being regulated by antigen-stimulated thymus-dependent lymphocytes (the T-cells) which produce hormones called lymphokines. These lymphokines stimulate monocytes and macrophages to become activated so that they acquire tumoricidal and microbiocidal properties inhibiting the growth of intracellular pathogens like *L. pneumophila*. Individuals who have defective cell-mediated immunity are in fact now known to be more susceptible to the disease.

White blood cells

Mention has been made already of the human phagocytic white blood cells. Both polymorphs and monocytes arise from a common precursor in the bone marrow. Polymorphs are called forth into tissues to attack microbial pathogens and are really the short-lived first line of defence. Monocytes are fewer in number and are important immature cells which develop and differentiate into different types of macrophages when they reach their sites in tissues. They enter the air sacs of the lungs where they become alveolar macrophages, or the spleen and peritoneal cavity where they become tissue macrophages, or the liver where they become Kupffer cells, or the bones where they become osteoclasts.

Macrophages are long-lived cells able to respond to different environmental stimuli. They are intimately involved in the breakdown of coagulated blood, in wound healing, in several pathways of immediate and delayed allergic reactions, and in the turnover of dead cells and tissues. When stimulated, macrophages have an enormous appetite, ingesting only those cells or micro-organisms whose surfaces contain molecules that fit into the receptor on the macrophage membrane. When contact is established, the receptors send signals across the macrophage's membrane which initiate the formation of

a muscle protein-enriched gel in the cytoplasm of the macrophage which in turn moves additional macrophage surface membrane into apposition with the surface of the cell or micro-organism to be digested. An appropriate stimulus is the lymphokines from antigen-stimulated T-cells and we now know that activated macrophages have the capacity to destroy tumour cells, probably through the secretion of hydrogen peroxide.

So, it seems that polymorphs and unstimulated monocytes and macrophages look after (and contain) infection by the usual bacteria. But when

appropriately stimulated by the products of T-cells, the latter two acquire the property of being capable of inhibiting the intracellular replication of *L. pneumophila* and of effecting extracellular destruction of cancer cells.

Maybe future work in the field of cancer will concentrate on producing drugs which stimulate macrophages to secrete hydrogen peroxide. It is strange how a study of a bacterium with special nutritional requirements and the need for an intracellular environment switch thoughts, with due logic, to cancer chemotherapy. ■

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ASSISTANT OF THE YEAR



At Exeter, Mrs Joy Wafforn of Stow & Purser, Newton Abbot, Devon came out on top. Mrs M.J. Morgan was second and Miss Debbie Gorton third. The three prizewinners are pictured with Mrs Mollie Purse, MPS, one of the judging panel (above) and with the rest of the contestants.



Mrs Rosemary McCool (J. Dugan, MPS, 33 Ogle Street, Armagh) receiving her prize from Mr T.P. Hutchinson, director, S. Haydock & Co Ltd at the Northern Ireland regional final. In second place was Mrs Jean McCullagh (front row right) and third (front row left) Miss Ann Mulvenna



At Chester Mrs Annette Faye Douglas of J.D. Hollins, 66 Old Chester Road, Great Sutton came first. Mrs E. Morris (left) was second and Mrs Margaret Hamilton (right) third. The contestants (above) enjoying an aperitif. The regional final was organised by L. Rowlands Ltd.

Valuable study of general practice pharmacy

A thesis has been written which attempts to predict the future number of pharmacists that will be required in Northern Ireland. At the October meeting of the Pharmaceutical Society of Northern Ireland's Council the president said the previous evening she had been presented with a copy of the thesis submitted by Mr T.F. Muldrew, BSc,

MPS, for which he had been awarded a PhD by the Queen's University of Belfast.

The title of the thesis was "A study of general practice pharmacy in Northern Ireland". The number and geographical distribution of Northern Ireland pharmacies together with "openings" and "closures" are examined from the period 1948 to 1978. The annual number of

registered pharmaceutical chemists for the period 1947 to 1978 is examined together with the number registered as an immediate consequence of examination and the number registered in other circumstances. The annual temporary and permanent deletion from the Register of these years is estimated and an attempt made to predict the future annual deletion and thereby the required intake of the profession. Miss Watson said Dr Muldrew's work would be of inestimable value in the future when any of the Council's committee were endeavouring to obtain facts and figures for a particular purpose. The secretary was instructed to convey to Dr Muldrew the Council's gratitude.

■ The secretary reported receipt of a copy of the findings of a survey carried out by the section for general practice of pharmacy of the International Pharmaceutical Federation entitled "Survey on the dispensing of medicines in rural areas" and "Supply of animal medicines". Professor D'Arcy said he would submit a written report on the meeting of the Federation conference for the next meeting. There was an attendance of 2,000 delegates and over 200 applications had to be refused. Some members of the staff of his department had attended and presented papers.

Which expectorant should you 'counter prescribe' for a barrister?



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Postgraduate education

■ Reports from the finance and education committees were adopted. Presenting the latter Mr McDonald said an outline of a programme for the post-graduate education and training of general practice pharmacists was being submitted to the postgraduate education and training committee. The programme covered the next three or four years and he hoped that the courses and lectures proposed would be supported by the members of the Society.

■ Arising out of an approach made to the secretary by a general practice pharmacist it was agreed to ask the Association of the British Pharmaceutical Industry for clarification of the present position with regard to indicating the expiry date on medicinal products.

■ The application for registration as student of Miss Fiona Brigid O'Connor, 266 Saintfield Road, Belfast BT8 4PD was granted. An application from Mr James Gerald Maginn, for registration as a pharmaceutical chemist under the reciprocal agreement with the Pharmaceutical Society of Great Britain was granted subject to the payment of the appropriate registration fee.

■ Professor D'Arcy said he would very much like to express to the Council his

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thanks for providing the accommodation and refreshments for the prize-giving ceremony on the previous evening when prizes were handed over and the new pharmacists were presented with their certificates of qualification. Professor J.B. Bridges, TD, BSc, MD had given a very interesting talk to those present.

Prizes were awarded as follows:
Pharmaceutical Society of Northern Ireland: Medal for outstanding merit in final year — Miss L.M. McDermott. Distinction in Level 3 final year studies (£20) — Miss L.M. McDermott. Distinction in pharmaceutical chemistry (Level 3) (£20) — Miss L.M. McDermott and Miss L. Wilson. Distinction in pharmacology (Level 3) (£20) — Miss L.M. McDermott.
Evans Medical Limited: Martindale the extra pharmacopoeia for distinction in pharmaceuticals (Level 3) — Miss L.M. McDermott.
Boots Co Ltd: Best project final year (Level 3) (£50) — Miss L.M. McDermott. Regent Laboratories Ltd: Medical dictionary for distinction in pharmaceuticals and pharmacology (Level 3) — Miss L.M. McDermott.
Ulster Chemists Association: Distinction in Level 2 studies (£10) — Miss K.E. Sinclair.
Imperial Chemical Industries: Distinction in dispensing (Level 2) (£25) — Miss M.P. Tully.
Parke-Davis: Distinction in pharmaceutical legislation (Level 2) (£10) — Miss J.E. Baillie and Miss N.R. Peikaar.
Smith Kline & French: Distinction in pharmacology (Level 2) (£15) — L.P. Bradley.
Smith & Nephew: Distinction in pharmaceuticals (Level 2) (£10) — J.F. McClintock.
Galen Limited: Distinction in pharmaceutical chemistry (Level 2) (£10) — Miss M.E.L. Scullion.
Department of Pharmacy, Queen's University of Belfast: Distinction in Level 1 studies (£10) — P.W. Wardlow. ■

including F.B. Benger (food), G.D. Bowie and G. Weddell (table salt). A. Bird (custard), J. Lea and W. Perrin (sauce), A. Godfrey (cordial), J.C. Eno (fruit salt), J. Walker and S. James (matches), J.J. Schweppe, A.J. Caley, and T.H.W. Idris (table waters), J. Goddard (plate powder) and R.S. Hudson (soap powder).

Another group, under the heading "Natural History and Exploration," includes R. Drane (naturalist and ceramic expert), Luke Howard (manufacturer, meteorologist and social reformer) and J. Davidson (explorer). Politicians are represented by R. Winfrey and W.S. Glyn-Jones although others are referred to (eg Jacob Bell) in the introductory note to the section.

Michael Donovan, Charles Lucas, T.F. Storey and H. Humphreys-Jones are chosen to depict pharmacists at work in the various professional organisations.

Seven names head the monographs grouped under the section "Industry, invention and science" — J.L. Bullock (scientist), W. Cookworthy (china clay), J.F. Macfarlan (industrialist), J.F. Merson (surgical sutures), T.N.R. Morson (scientist), W. Ransom (herb grower) and J.W. Swan (inventor).

The author's choice of individuals to be included in such a review as this must be somewhat arbitrary and readers may be surprised at some omissions, nevertheless the book has brought together much information that was disseminated throughout the pharmaceutical Press and other literature.

As with the previous publication, Merrell are to be congratulated on the high standard of presentation that has been achieved. The inclusion of the Gilray, Cruikshank and Rowlandson engravings was an inspired touch. ■

BOOKS

Pharmacists in the Wider World

L.G. Matthews FPS, FSA. Commissioned and published by *Merrell Pharmaceuticals Ltd, Meadowbank, Hounslow, Middlesex TW5 9QY*. 39pp. 11 3/4 x 8 1/4 ins. Again the combination of L.G. Matthews and Merrell has yielded an excellent publication. Continuing the successful short-essay style adopted for the previous book "Milestones in Pharmacy" the author has prepared another "notebook" dealing with individuals who have become known for activities away from the pharmacy, or for preparations which are appropriately described as "domestic" rather than "medicinal."

It is a wide-ranging list of individuals

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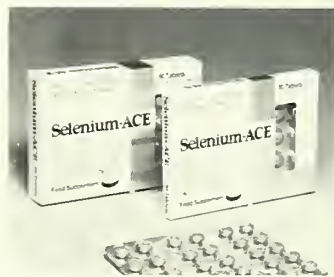
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Complaint that Pharmacin name is 'misleading'

The Pharmaceutical Society is to tell the Controller of Trade Marks that use of the name Pharmacin for an aspirin preparation available on general sale is confusing and misleading.

The Society had previously pointed out to the Department of Health's licensing section that it was unfortunate to have on general sale a product with a name implying that there was a "pharmacy involvement." The Department replied that the licensing authority's formal powers to intervene were limited, although new product names were considered to the extent that they might affect safety in use.

At this month's Council meeting, Mr J. Balmford moved that pharmacists should be advised not to stock the product, in view of the significance of the name, and the motion was seconded. However, Mr C.C.B. Stevens felt that was the wrong way to go about it and he suggested the approach to the Controller of Trade Marks.

Mr J.P. Bannerman proposed that a further approach should be made to the licensing authority to find out the extent of its power in the matter, and that motion was also carried.

Branch grants increase

Grants to the Society's branches are to be increased by 15 per cent for the financial year commencing April 1, 1982, while the regional grants will rise by 10 per cent. The Organisation Committee had recommended only 10 per cent for the branches.

The Organisation Committee had been reminded that the branch and regional grants had been increased by 10 per cent for the financial year starting April 1, 1981. It was reported that at the branch secretaries' meeting in October there had been a general feeling that a 15 per cent increase in the branch grant would be necessary to allow for the proposed increase in postal charges and to maintain an adequate distribution of branch circulars and newsletters. However, after discussion, the Committee recommended an increase of only 10 per cent. At the regional secretaries' meeting in October it was felt that any increase in regional grants should be comparable with changes in branch grants. It was therefore recommended that the regional grant and the regional conference grant should be increased by 10 per cent.

When the matter was considered by the Council, Mr D. Dalglish moved an amendment that the branch grant should be increased by 15 per cent. It was, he said, vital that branch work was not hindered, particularly by lack of finance. It was all very well to say that a branch could come back for a supplementary grant if it was in financial difficulty, but branches tended to run their programmes according to the amount of money they had in hand. If that money were inadequate, there was a danger that the branch programme might be inadequate. Seconding, Mr A.G.M. Madge said that as a branch secretary he knew the difficulty with regard to finance.

Mr Bannerman said he sympathised but found it difficult to decide that the increase should be 15 per cent without the benefit of previous year's figures. Mr M. Gordon said that most branches had had a surplus at the end of the previous year, with only three asking for a supplemental grant, and the Committee felt that the 10 per cent in 1981 and a further 10 per cent in 1982 would enable branches to have a full programme.

Mr Bannerman said that one was talking about cutting down available spending money, and if the Council kept behind inflation it would be restricting to some extent the ability of branches to do their work.

Mr J. Iles suggested that one of the most important activities of a branch was the production of a newsletter, and he wished to link the 15 per cent to the practical suggestion that branches use the money for this purpose.

Mrs C.M. Puxon had suggested that perhaps 15 per cent should be given to those branches which produced a newsletter and 10 per cent to those which did not. However, she felt that Mr Iles' suggestion was better. It seemed that the newsletter must be the most important activity of a branch, and she supported the amendment.

Mr J. Balmford said that he found himself in some difficulty because the Finance and General Purposes Committee was basing estimates on an average inflation of nine per cent for 1982. In his view the Council should stick at 10 per cent. There were supplemental grants available if necessary. The amendment was carried.

Referring to the regions, Mr Gordon said that they had always kept pace with the branches, and the recommendation in

the case of the regions should also be amended to 15 per cent. Mr Balmford said that they had not always kept pace and that the regional conference grant should be increased by five per cent rather than 10 per cent.

Eventually the recommendation that the regional grant and the regional conference grant should be increased by 10 per cent was adopted.

□ The charges for accommodation at Birdsgrove House are to be reduced temporarily in an attempt to increase occupancy during the winter months. During the months of December, 1981, and January and February, 1982, the charges to convalescents will be reduced from £40 per week plus VAT to £29 per week plus VAT and for accompanying persons from £55 per week plus VAT to £39 plus VAT.

□ A letter has been sent to the Ministry of Agriculture, Fisheries and Food indicating the Society's support for the proposals of the Veterinary Products Committee concerning the future of the Merchants' List. The letter was sent after the Agricultural and Veterinary Pharmacists Group Committee had considered the proposals in the light of the Legislation Committee's recommendations, which had been accepted by the Council at its October meeting. The letter also included appropriate comments on the other proposals set out in the Veterinary Products Committee's document.

Imported pesticides

□ Members of the Agricultural and Veterinary Pharmacists Group are to be informed, through the group newsletter, of problems arising from the import of agricultural chemicals from the Continent. Because in some cases prices on the Continent are lower than in Britain, Continental supplies are reaching Britain in circumstances not affording the normal safeguards. In particular, there is concern about the risk of pesticides used without the clearance and labelling provisions of the pesticides safety precautions scheme. Interested pharmacists will be invited to apply for copies of an MAFF note on the statutory and other risks of using such products and on certain tax and insurance aspects of importing pesticides.

□ The Society is to inform the MAFF of its views on a draft proposal for a European Council Directive relating to the manufacture, marketing and delivery of medicated animal feeds. The letter will include the view that the Society cannot support the proposal that all medicated

Continued overleaf

Council action on animal medicines

Continued from previous page

feeds should be available only on prescription. The view will also be expressed that aspects of the manufacture of medicated animal feeds require appropriately qualified personnel, with pharmacists being eminently suited to fit the role.

□ The Society is to write to the Association of the British Pharmaceutical Industry suggesting that the membership of a proposed working party on trends in packaging for tablets and capsules should be widened to include representatives of the medical and pharmaceutical professions.

□ A letter of appreciation is to be sent to Mr E.C. Atkinson for his past services to the general practice subcommittee, from which he has now resigned, having been appointed chief executive officer of the Leeds Co-operative Society.

Private health schemes

□ The Society is to invite the Pharmaceutical Services Negotiating Committee to send a representative to the Society's proposed meeting with the

organisers of private health insurance schemes to discuss the Government's investigation of alternative methods of financing the health service.

□ The Society is to seek representation on a joint liaison committee for independent health care, which has been formed specifically by members of the independent sector to facilitate discussions with the Minister for Health.

□ The treasurer (Mr J.P. Kerr), Mr Gordon, Mr C. Hitchings and an appropriate member of staff are to represent the Society at the proposed meeting with manufacturers of insulin and insulin syringes to discuss the timetable for the introduction of 100 unit insulin.

□ The Privy Council has reappointed Mrs C.M. Puxon, Dr L. Adamson and Professor S.E. Smith to be members of Society's Council for a further period of four years.

□ The secretary and registrar reported that a letter had been received from the president of the British Medical Association, Sir John Walton expressing appreciation of the help and co-operation given to the BMA by Mr S.C. Jolly, who recently retired as director of the Society's department of pharmaceutical sciences, especially in his capacity as joint secretary of the Joint Formulary Committee. Sir John commended Mr Jolly's contribution to the fostering of good relationships between the two professional bodies and paid tribute to his efforts in enhancing co-

operation and understanding between doctors and pharmacists.

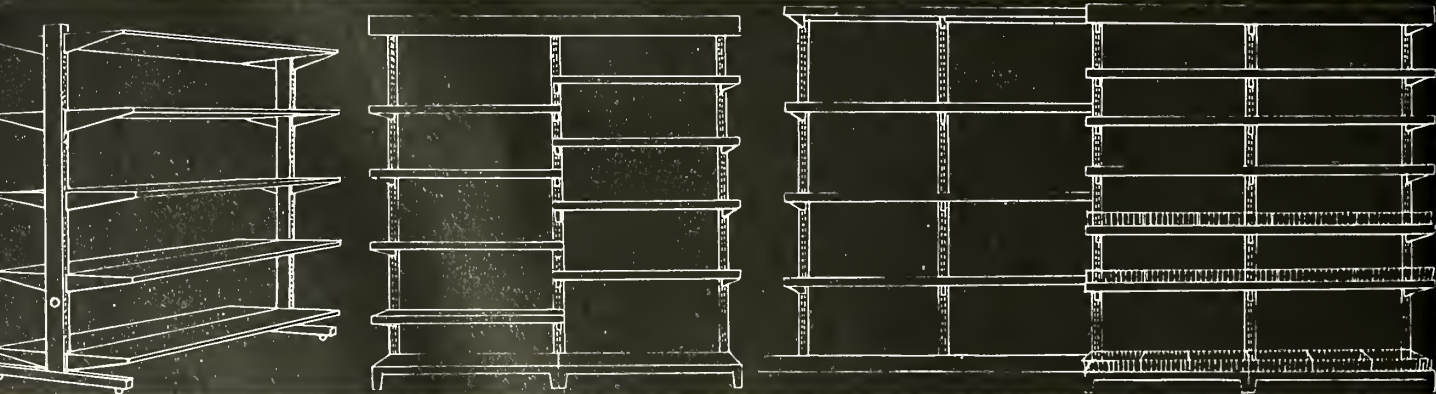
□ Council agreed that the president, Professor A.H. Beckett, should attend the conference of the Commonwealth Pharmaceutical Association, to be held in Trinidad, February 6-12, 1982. The treasurer will also be attending as the Society's representative on the CPA council.

□ The International Pharmaceutical Federation has awarded the Høst-Madsen medal for 1982 to Professor Beckett in recognition of his outstanding contribution to pharmaceutical sciences. Professor Beckett is to give the opening address at the 1982 FIP conference in Copenhagen.

□ Proposals from the Society of Apothecaries for amending its dispensing technician's certificate were agreed by the Council to be part of an acceptable solution to the problem of technicians training in the future. The proposals, which were considered by the Education Committee, were made in the light of the development of the Technician Education Council certificate programme and the phasing out of the City and Guilds certificate scheme.

□ A letter of congratulations is to be sent to Professor A.R. Rogers on his appointment as full-time vice-principal of Heriot-Watt University. ■

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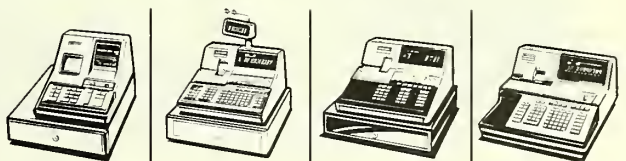
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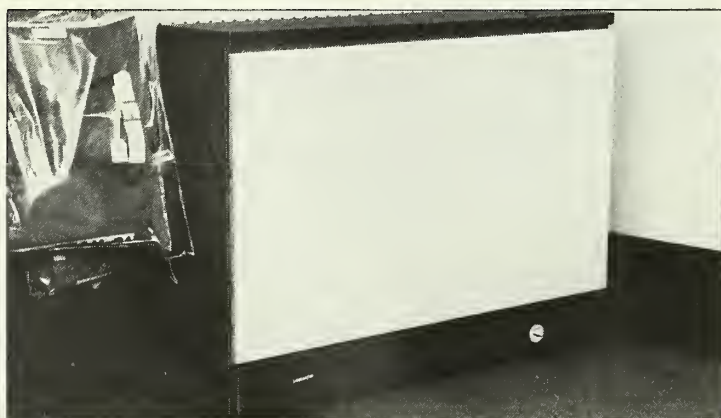
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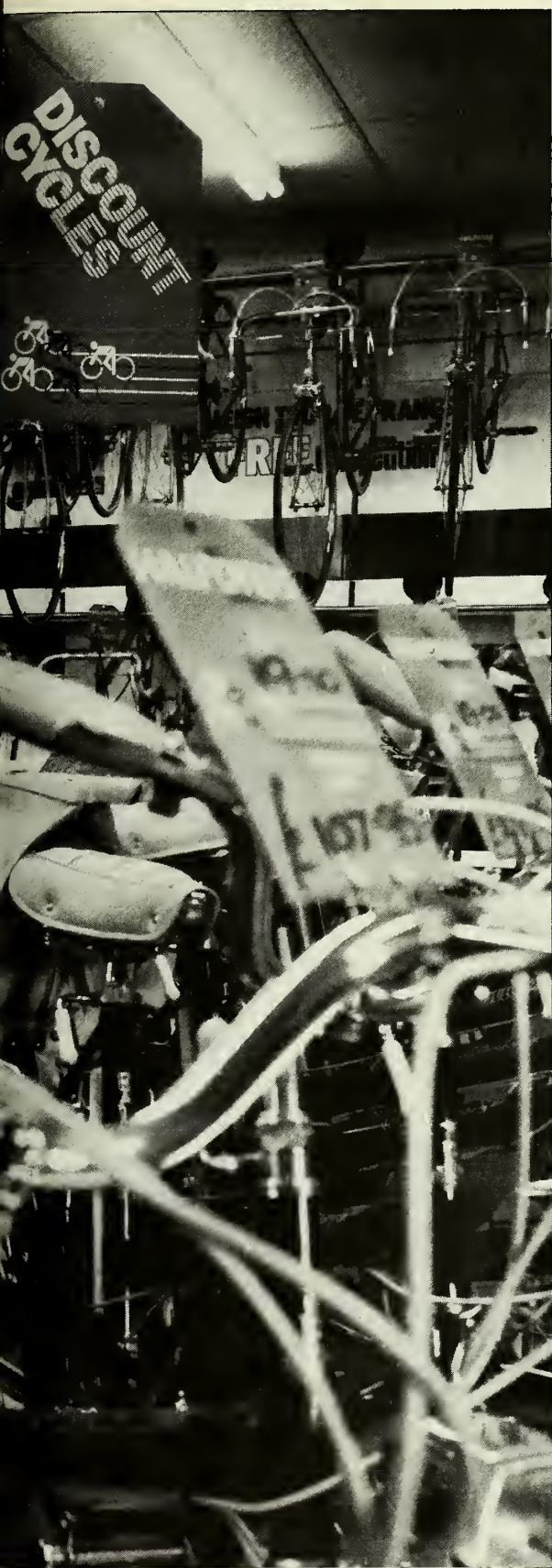
"Fitting slimline Unidare storage heaters", said Mr. Battersby, "was the most sensible and economical thing to do."

no mess—just a simple wiring job.

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"All in all, a very satisfactory system indeed", concluded Mr. Fox.

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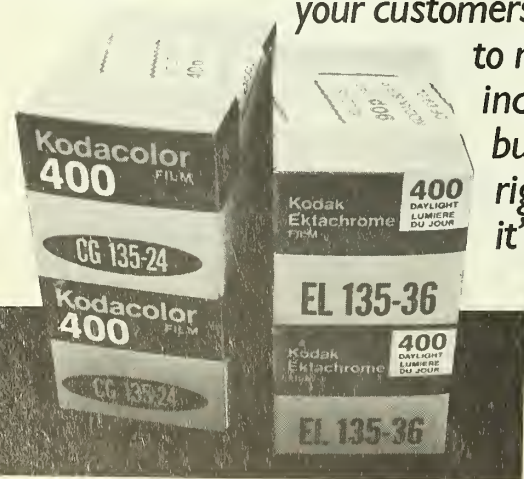
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The advantages of independence

I caught myself in a philosophical mood today and found myself thinking about freedom and the rights of the individual. I did so because there is talk in certain quarters about the move towards a salaried service for retail pharmacists. If this were to come about, all the independent proprietor pharmacists in the land would lose their freedom at a stroke.

One might argue that we are not free at the moment since our main customer is the Government of the day. However, we are still free to live and work where we like within the limits of our financial capabilities, to stock what lines we wish and have the incentives needed to provide a good service in order to keep the other customers happy. Without these incentives, job satisfaction would disappear even faster than it is at present due to external financial pressures. Would we find ourselves employees of a vast national enterprise and graded according to our apparent abilities? Would we be shunted around the country in order to gain promotion, living in gradually larger council houses as we climbed the ladder?

Looking back, I was very fortunate to have the opportunity to exchange company employment for a place of my own. I exercised my freedom of choice and here I am thirteen years later still pleased to be able to make some important decisions on my own. I'm not usually superstitious but I'm pleased my thirteenth year ended this week, perhaps things will start to improve now!

I am aware that not all employee pharmacists have the chance to go it alone and, as I said, count myself fortunate. I am also aware that many employees would not wish to be proprietors — but they still have the right to choose.

Computer interest

One great opportunity I would have missed had I stayed an employee is the chance to experiment with computerisation. I had the incentive that I hoped to increase the efficiency of my own business and as a result became more and more involved. There are, no doubt, some who would say I was a fanatic and probably others who would be even less kind, but we all have the right of free expression.

I became so involved with computers that I lost my freedom for a while. I joined Independent Retail Computer Systems as an area director shortly after I had been elected to PIP code working

party. I was, therefore, bound to declare my interest to the working party so that the NPA and ICML promptly withdrew my sponsorship. I agreed with their action but regretted missing out on some interesting meetings.

I soon realised that my independence was vital to me and also that I wanted to go off in another direction and so parted company with IRCS on friendly terms. It is possible that I might have found more financial support had I stayed, but there is no certainty. The thing is that today I am beholden only to my bank manager (an awesome thought) and anybody I choose to assist as a private consultant. I am hoping to get independent support for a project which I believe is well worthwhile but which lacks the immediate commercial appeal needed to move a hardware or software firm.

I hope I have made my point, so I would close by saying to the PSNC: "Please do not accept any moves which would push us towards a salaried service".

Roger King
Hull

'Ethical' advice

I should like to appeal through your columns to the owners of any "ethical" or "professional" pharmacies as I would like to investigate the advantages of expanding our professional image.

Alan Spivack
204 Essex Road
London N1 3AP

Too good . . .

I note in *C&D* October 17 you have printed an extract of my paper on the hospital computer system. I am slightly concerned that the answer I gave to a



And now — competition from the motor trade! This sign stands outside a petrol station in Las Vegas. The other side, aimed presumably at those who have been up all night losing their money in the casinos, advertises "Free aspirin and tender sympathy"

question in another session would appear to be part of the paper I presented.

In particular, you mentioned savings of £900,000 (I wish I had been able to achieve these savings). In fact, we achieved a £90,000 saving in the year during which we were working up the computer system and would expect these savings to continue in the first full year of operation. Secondly, the data collection system, ie use of hand-held terminals, etc, is part of a study that is due to commence in the very near future.

A.M.S. Cullen
Area pharmaceutical officer
Derbyshire AHA

We regret the typographical error —
Editor

Allen Pegg, Reckitt & Colman pharmaceutical division area manager, presents the top prize in the Senokot Counter-wise competition for pharmacy assistants to Mrs Eileen Gould of NCC Chemists, Roath, Cardiff. Behind her is the joint winner, manageress Mrs S. Edwards and on the right Roy Edwards, Reckitt Pharmaceutical's area representative



Glaxo all set for West German expansion

Glaxo is buying a 50 per cent stake in a subsidiary of the West German and privately owned pharmaceutical company, E. Merck, to increase its marketing opportunities in that country.

The company will trade as Cascan-Glaxo from January 1, if the deal goes through and will act as licensee for some products and will market others not already subject to license arrangements.

The West German pharmaceutical market is the third largest in the Western world and Glaxo hope the new company will expand it through the introduction of some primary drugs originated in the UK. Betnovate and Trandate are already

marketed by another subsidiary, Glaxo Pharmaceutica, and it is hoped that the new company will market ranitidine in the Spring.

Glaxo Pharmaceutica is also expected to expand its secondary product manufacturing ability in packed products as well as in supplying finished product forms to itself.

Glaxo recently announced its intention to build a £15.9 million factory in the United States to help penetration of the American market — the group has had a direct presence there for around three years. ■

NPA proposals for regional training

The National Pharmaceutical Association has published details of regional training courses for 1982 proposed by the Leeds and Manchester District training groups. However the courses will only proceed if sufficient support is forthcoming at two meetings to be held later in the month.

Members in the Manchester area will have to pay an annual fee of £10 per member firm (Leeds, £25) to join the training group and a course fee of £10 for sales assistants (Leeds, £2 after first two courses which are free to one staff member). Pharmacist managers will pay between £7 and £10 — there are no courses at present for them in Leeds.

A management committee will be elected comprising a chairman, deputy chairman, secretary, treasurer and other honorary officials as necessary.

Non-members of the training groups will be able to send people on the course for payment of an additional fee.

The Leeds meeting is at the Golden Lion Hotel at 8pm on November 26 and the Manchester group will meet at Boyd House, Victoria Park at 8pm on November 30. ■

Health foods seminar

A full turnout of 25 people to a NPA organised health food seminar has led to the planning of further events on the subject. Topics covered in this first seminar were on starting up a business and the law, the "fibre revolution," vitamins and dietary supplements, ginseng, natural cosmetics, herbal and homoeopathic remedies, health food publications and sources of supply, and choosing the right product mix. ■

Sick pay bill

A new Bill announced in the Queen's speech will place a duty on employers to provide sick pay for their employees during the first eight weeks of sickness. There will be two minimum statutory rates of benefit depending on the wage of the employee: those earning above £45 a week will receive £37 a week, and those below £25. Companies can make extra payment if they wish.

Employers will be repaid by deducting the statutory sick payments from their National Insurance contributions, and so the scheme will cost them nothing. ■

Trademark tangle

Allied Breweries are taking legal action to try to prevent the use of the John Bull trademark by home brew manufacturers, Paine & Co Ltd. In a writ seeking a High Court injunction, Allied allege a breach of an agreement under which Paines dropped the trademark. Allied have recently launched a promotional campaign for their John Bull bitter. ■

American Express medical insurance

The Medex assistance programme, a worldwide medical travel assistance programme giving up to £50,000 cover in any one year, is being introduced for American Express card members. The programme offers treatment and assistance in over 120 countries.

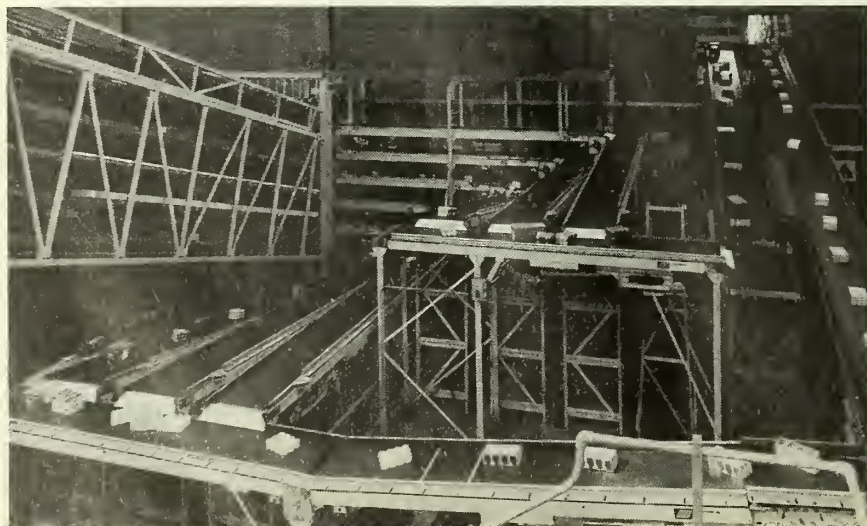
The basic annual fee is £8 which covers all insured members of his/her family. The additional premium is flexible, based on a personal estimate of days abroad during the year, but the level of cover is always up to £50,000. The scheme is underwritten at Lloyds of London, and administered by Medex International Corporation, Hove, East Sussex. ■

Half-year optimism

Paterson, Zochonis, the parent company of the Cussons Group predict that the next half-year profits will be higher than the preceding six months but chairman, Mr John Zochonis, says they are not likely to match the last full years record level.

Pressure on trading margins has resulted from the company's Nigerian activities. Turnover at the year end was £226 million (up 20 per cent) with profit after tax increasing by 48 per cent to £29.5m. ■

The six-tier 'Ordermatic' machine at the heart of Elida Gibbs' new distribution centre in Whitwood, Yorkshire. Company policy dictates a change to automated high-speed picking and this machine is backed up by some of the latest materials handling equipment and services




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UK workforce not hit by Polaroid cuts

Polaroid are cutting its worldwide workforce by about six per cent or 1,000 jobs because of current poor trading conditions but no redundancies are expected in the UK.

A spokesman says current marketing strategy and plans will not be affected by a voluntary severance programme, largely because of the enthusiastic response of dealers and retailers to the Polaroid 600 system which the company believes will be "a very successful product line."

Polaroid (UK) Ltd started manufacturing the new 600 cameras at their Vale of Leven plant in Scotland earlier this year and this secured the jobs of people employed by Polaroid in the UK and should enable the company to continue with their existing workforce.

This response followed speculation in the Press, after the announcement from the parent company, that the redundancies were connected with weak demand for the new 600 system.

In the first nine months of the year Polaroid's profits were nearly halved and sales down by \$66 million to \$924. ■

Call for change in shop trading hours

The National Chamber of Trade wants the law on shop trading hours to be changed. At their recent extraordinary general meeting and conference, the NCT voted for a resolution that the board of management should produce proposals for new legislation to replace the Shops Act 1950 and its amendments. Such proposals should be circulated to all members for discussion so that a document could be drawn up at the next annual conference to be held in May and decisions taken about submissions to the

Government, they decided. Among other resolutions passed at the conference were that:

- Representations should be made to the Government for the abolition of the Wages Councils in their present form.
- All Wages Councils should restore 21 as the commencement age for adult rates.
- The board of management should urge all affiliated chambers of trade and commerce to pressurise local Councils into cutting back on costs of local government services in order to stabilise rates, and to resist any form of supplementary rate.
- The Board should seek amendments to the relevant legislation so that local authorities are obliged to collect domestic waste from business and commercial premises to the same extent and at no greater cost than for domestic premises and so that a local authority should have reasonable discretion on whether to charge for collecting trade waste.
- The Advertising Standards Authority should exercise greater control over the low ethical standards at present particularly in adverts utilizing direct comparisons with other products. ■

■ **Gala Cosmetics & Fragrances Ltd** are moving on November 9 to 75 Davies Street, London W1Y 1FA, telephone 01-408 0133.

■ **Servier Laboratories Ltd** have moved to: Fulmer Hall, Windmill Road, Fulmer, Nr Slough, Bucks SL3 6HH, telephone Fulmer 2744.

Financial aid for a co-operative

A thirteen-person co-operative set up to manufacture baby pants has been partially funded by local and central government.

The co-operative, based in South-West London, is called Textile Enterprises Ltd and has been set up by Wandsworth Enterprise Development Agency Ltd. Funding has also been provided by Barclays Bank Ltd. Initially the personnel will consist of several machine operators, a production director, and a marketing manager.

Mrs Paula Lamb, production director, previously had her own manufacturing company which specialised in quality, medium-priced fashions. The marketing director is Mr Edward Swendell who has previously worked with major multinationals in pharmaceuticals, toiletries, health care and household products. *See p908 for information about the product and the address.* ■

Winpharm's chief executives past and present helped Keith Haslewood, sales director (fourth from left), to celebrate his 15 years with the company at a dinner last Friday. The other revellers are (from left to right) Colin Twaite, Bernard Hardisty, Frank Catley, Dennis Boyles and Jeff Pasley



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Farley Health Products Ltd: Mr John Barnett, FPS, has been appointed international director, will now be responsible for the development of food products and home medicines worldwide.

After two years with Boots, Mr Barnett joined Glaxo at Allen and Hanburys in 1940 and held various appointments in research, sales and marketing, becoming eventually publicity services manager, responsible for advertising and public relations. He was made head of the marketing services division of Glaxo Holdings in 1974 and became group consumer products co-ordinator in June last year. He has been a director of Glaxo Laboratories and Laboratoires Glaxo France.

The National Pharmaceutical Association: Mrs Tanya Turton, BA, has been appointed Press and publications officer. She has worked at the United Nations Secretariat, as a translator of Russian literature, as a teacher and as a medical copywriter. Mrs Turton takes over from Mr John Goulding who has been additionally business services manager since 1974 and will now be able to devote more time to the further development of NPA business aids and services.

Mr Goulding's original appointment was as publications officer, which included editing the pink *Supplement* in which were included "filler" items on equipment and business aids. A logical extension led NPA to stock products for distribution to members and for Mr Goulding to negotiate prices and contracts on their behalf. Turnover of this section is now well over £1 million.

Lilly Industries Ltd: Graham Boulton is the new director of marketing personnel at the Basingstoke office.

Bilkfunn Ltd: Mr David W. Harper has been appointed marketing director — Bilkfunn represent the Jean d'Avèze cosmetic business in the UK.

Unipack Ltd: Mr Peter Smith has been appointed factory manager at the Billericay, Essex, headquarters. He joins the company from Kirby-Warwick Pharmaceuticals Ltd, where he was manufacturing manager. Mr Smith's responsibilities include organising the company's move next summer to larger premises at Basildon.

Flurry in menthol

London, November 10: Towards the end of the week there was a considerable demand for menthol, particularly for the Brazilian material. Within a few days spot parcels of the latter moved up by £25 to £30 kg, while business for the lower-priced Chinese material also improved. The position obtaining over the past few months whereby shipment rates were considerably above the spot has now obviously disappeared.

Among botanicals Canada balsam continues firm at origin, while spot market remains bare. The shortage of kola nuts on the spot is emphasised by the price which is double that of shipment offers. Liquorice root is again lower in both positions.

In essential oils cedarwood advanced sharply but citronella has begun to weaken. Along with menthol, *arvensis* peppermint has become firmer — lower were petitgrain, sandalwood and spearmint. ■

Pharmaceutical chemicals

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Chloroform: BP in 180-litre drum from £1.24 per litre for one drum lots down to £0.99 for 39 drums. In 2-litre bottle £3.10 each for 175 litres; £2.50 for 7,000 litres.
Ether: BP anaesthetic 2-litre bottle £4.20 each for 175 bottles; in 180-litre drum £1.338, 75 per 1,000 litres for 8 drums. BP solvent in 180-litre drum from £1.237, 50 to £1.142 per 1,000 litres as to quantity.

Crude drugs

Agar: Spanish 28 kg spot.
Balsams: (kg) Canada: Short on spot, no quote; shipment £16.25 cif. Copaiba: 25-35 spot; £5.25, cif. Peru: £10.80 spot; £10.85 cif. Tolu: Spot £5.50.
Cardamoms: AGN 25 kg, cif.
Kola nuts: 2400 metric ton spot; £200, cif.
Liquorice: Root, 2550 metric ton spot; £240 metric ton, cif.
Black juice: 21,400 metric ton spot.
Lobelia: European, no spot; £1.50 kg, cif.
Menthol: (kg) Brazilian 25-50 spot and cif. Chinese 25 spot; £6, cif.
Pepper: (metric ton) Sarawak black 2900 spot, \$1,450, cif; white 21,300 spot; \$2,000, cif.
Sarsaparilla: Jamaican no spot; £3,120 metric ton, cif.

Essential and expressed oils

Almonds: Sweet in 4-ton lots £1.75 kg duty paid.
Anise: (kg) Spot £14; £13.25, cif.
Bay: West Indian £10 kg spot; £9.90, cif.
Bergamot: 228 kg spot (new crop).
Bois de rose: 28.45 kg spot; £8.10, cif.
Buchu: South African £105 per kg spot; English — distilled £1.55.
Cade: Spanish £1.70 kg spot.
Camphor: White £1.15 kg spot; £1.02, cif.
Cassia: Indonesia £19.25 kg spot; £18.50, cif.
Cardamom: English-distilled £15.5 kg; Indian £110.
Cassia: Chinese £53.50 kg spot; £52.90, cif.
Cedarwood: Chinese £2.30 kg; £2, cif.
Cinnamon: Ceylon leaf £3.05 kg spot; £2.60 cif; bark: English-distilled, £150.
Citronella: Ceylon £2.60 kg spot; £2.15, cif. Chinese £3.55 spot and cif.
Clove: Indonesian leaf £1.95 kg spot; £2 cif. English distilled bud £50 spot.
Eucalyptus: Chinese £2.55 kg spot; £2.45, cif.
Fennel: Spanish sweet 28 kg spot.
Geranium: Bourbon 238 kg spot and cif.
Ginger: Chinese £22.50 kg spot; £20.85, cif. English-distilled (ex W. African root) £70; ex Indian £45.
Lavender spike: £13 kg.
Lemon: Sicilian best grades about £18.50 kg in drum lots; Other sources from £15.
Lemongrass: Cochiti £5.05 spot; £4.75, cif.
Lime: West Indian £13.50 kg spot.
Mandarin: £18 kg spot.
Nutmeg: East Indian 28.75 kg spot; £3.60 cif. English distilled £15.

Olive: Spanish £1,665 per metric ton in 300-kg drums ex-wharf; EEC origin £1,550.
Orange: Florida spot 20.94 kg and cif.
Origanum: Spanish 70 per cent £16.50 kg.
Patchouli: Indonesia £17.75 kg spot; £17.50, cif.
Pennyroyal: From £7.85 per kg spot.
Pepper: English-distilled ex black £125 kg.
Peppermint: (kg) Arvensis — Brazilian £6.30 spot; £6.35, cif. Chinese £3.60 spot and cif. American piperata £13.50.
Petitgrain: Paraguay £9.65 kg spot and cif.
Rosemary: Moroccan £6.80 kg spot; Spanish £7.50.
Sandalwood: Mysore £55 kg spot. East Indian £53.35 spot.
Sassafras: Brazilian £2.75 kg, cif. Chinese £2.25, cif.
Spearmint: Chinese £8.80 kg spot; £8.25 kg, cif. American £11.50 spot.
Thyme: Red 45-50% £15 kg spot. 50-55% £17.
Vetiver: Java £16.75 spot; £16.40, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

COMING EVENTS

Monday, November 16

Mid Glamorgan East Branch, Pharmaceutical Society, Hawthorn Leisure Centre, Pontypridd, at 8pm. Mr J. Luker on "Pharmacy and health education". Buffet.
North Metropolitan Branch, Pharmaceutical Society and National Pharmaceutical Association joint meeting, Corum Lecture Theatre, School of Pharmacy, Brunswick Square, at 7.30pm. Mr Tim Astill, director, NPA, on "Sharks and whales in pharmacy".

Tuesday, November 17

Plymouth Branch, Pharmaceutical Society, Lecture Theatre, Medical Centre, Greenbank, at 8pm. Mr P. Hammond, Westlake and Co, stockbrokers, on "Money matters".
York Branch, Pharmaceutical Society, Postgraduate Centre, York District Hospital, at 8pm. Dr G. Booth, Bradford University, on "Pharmacy practice".

Wednesday, November 18

Northumbrian Branch, Pharmaceutical Society, Bernard Room, Imperial Hotel, Jesmond Road, Newcastle, at 7.30pm. Dr D. Irwin, St George's Hospital, Morpeth, on "A history of electrical treatment in psychiatry". Motions for Branch Representatives Meeting will be published for adoption by the Branch.
Mid Glamorgan Branch, National Pharmaceutical Association, Dyffryn Ffrwd Hotel, Caerphilly Road, Nantgarw, Mid Glamorgan, at 8pm. Mr Tim Astill, director, NPA, on "We have the image we deserve".
Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45pm. Mr C.G. Drummond on "John Mackay, 1818-1881 pharmacist".
Wirral Branch, Pharmaceutical Society, Wirral Postgraduate Medical Centre, Clatterbridge Hospital, at 8pm. Dr E.B. Williams, Wellcome Foundation, on "The management of diabetes in the 80's".

Thursday, November 19

Birmingham Branch, Pharmaceutical Society, 7th Floor Senior Common Room, University of Aston, at 8pm. Joint meeting with Midland Optical Society. Lecture on "The role of the optician in the health service".
Crawley, Horsham and Reigate Branch, Pharmaceutical Society, Upjohn Ltd, Fleming Way, Crawley, at 7.30pm. Professor E.J. Sheppard on "Contributions of the plant kingdom to medicine".
Dundee and East Scottish Branch, Pharmaceutical Society, Lecture Theatre 3, Ninewells Medical School, at 7.30pm. Professor W.J. Tilstone, Strathclyde University, on "Poisoners, drunks and things that go bump in the night — a day in the life of a forensic scientist".
Isle of Wight Branch, Pharmaceutical Society, Postgraduate Medical Centre, St Mary's Hospital, Newport, at 8pm. Mr D. Begg on "Inspection control in the pharmaceutical industry".
Slough Branch, Pharmaceutical Society, The Greyhound, Beaconsfield, at 7.30pm. Working dinner. Mr F.H. Oliver on "The food we eat and what we take with it".
Southend Branch, Pharmaceutical Society, at 8pm. Meal and flutter with Southend greyhounds! For complimentary tickets contact David Cousins, Tibury "96".
Worthing and West Sussex Branch, Pharmaceutical Society, Worthing Postgraduate Medical Centre, Homefield Road, Worthing, at 7.30pm. Mr S. Sparrow, Medical Research Council, on "The screening of potential cancer chemotherapeutic agents".

Friday, November 20

Ayrshire Branch, Pharmaceutical Society, Towans Hotel, Prestwick, Dance.

Advance Information

Pharmaceutical Society and British Society for the History of Pharmacy, joint meeting, 1 Lambeth High Street, London SE1, November 26, at 7.30pm. Dr W.E. Court, Bradford University, on "A history of counter prescribing".
Hanbury Memorial Medal Lecture and medal presentation, Pharmaceutical Society, 1 Lambeth High Street, London SE1, December 2, at 7pm. Chairman Professor A.H. Beckett, speaker Sir Derek Barton on "Originality and elegance in organic synthesis".
West Dorset Branch, National Pharmaceutical Association, Judge Jeffries Restaurant, High West Street, Dorchester, 7.45 pm on November 25. Annual meeting.

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X2 — BIRKENHEAD — This old
established pharmacy turnover is
currently running at £120,000 plus
per annum, based on 2,100 scripts
per month. Property available for
sale at £12,000 or lease at £40 per
week. Goodwill, fixtures and fittings
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Street pharmacy offers considerable
scope for improvement by an
energetic owner. Scripts average
1,500 per month, turnover £92,000
per annum. Freehold property for
sale at £23,000. Goodwill, fixtures
and fittings £8,000. Stock at
valuation, £12,500.

X4 — NORTH EAST COAST —
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council estate is highly profitable and
requires little capital outlay. The resi-
dential accommodation is to be re-
tained by the owner. Business premi-
ses and fixtures on lease at £950 per
annum plus stock at valuation
approx £8,000. Turnover to 31st
March 1981 £68,000. High value
scripts average 1,100 per month.

X5 — LINCOLNSHIRE — Good
living accommodation is contained
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a busy holiday resort on the Lincoln-
shire coast. Turnover is running at
around £100,000 p.a. with excellent
profits. Scripts average 1,550 per
month, freehold property £23,000,
goodwill, fixtures and fittings
£15,000 plus stock at valuation.

X6 — SUFFOLK — This delightful
village pharmacy close to the
Norfolk border offers charming
living accommodation in 18th
century property. Current turnover
£125,000 per annum. Scripts average
2,250 per month. Freehold property
for sale at £45,000 + stock at
valuation. Offers for goodwill,
fixtures and fittings around £30,000.

X7 — LANARKSHIRE — Retire-
ment vacancy lock-up Corporation
property on rent £1,700 per annum,
unopposed business established 26
years with turnover to May 31st 1981
just under £100,000 on an average
2,000 scripts per month. Goodwill,
fixtures and fittings £10,000 plus
stock at valuation.

X8 — DERBYSHIRE — High Peak.
This nine-year-old large lock up unit
on rent at £950 per annum was pur-
pose built to serve a council estate of
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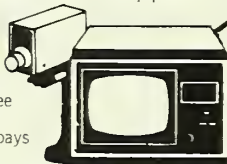
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(As Amended by the Patents Act 1977)**

NOTICE OF INTENTION TO PRESENT A PETITION TO THE COURT

IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION PATENTS COURT

IN THE MATTER OF THE PATENTS ACT 1949

and

IN THE MATTER OF LETTERS PATENT NO 1,136,214 Dated 10th June 1966 and entitled "Thebaine and Oripavine Derivatives" granted to Reckitt and Sons Limited, an English Company of Dansom Lane, Hull, East Yorkshire.

NOTICE IS HEREBY GIVEN that it is the intention of Reckitt and Colman Products Limited, whose Registered Office is at PO Box 26, 1/17 Burlington Lane, London W4 and Reckitt and Colman Limited whose registered office is also at PO Box 26, 1/17 Burlington Lane, London W4 aforesaid to present a Petition to the Patents Court, High Court of Justice, praying that the term of the said Letters Patent be extended under Section 23 of the Patents Act 1949 as amended.

AND NOTICE IS FURTHER GIVEN that on the 15th day of February 1982 at 10.30 o'clock in the forenoon or so soon thereafter as Counsel may be heard the said PETITIONERS intend to apply to the Court for fixing a date of hearing of the Petition and other Directions.

NOTICES OF OPPOSITION to the Petition must be lodged not less than seven days before the date mentioned at the Chancery Registrar's Office, Royal Courts of Justice, Strand, London WC2A 2LL. Documents requiring service upon the said Petitioners pursuant to Order 103 Rules 3 to 7 of the Rules of the Supreme Court 1982 may be served at the offices of the Solicitors of the said Petitioners.

DATED THIS 6th day of November 1981.

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This year we're promoting bottles in a bigger way than ever before with colour pages, in all the mother and baby magazines.

The shape focuses attention on the many important features that set Freflo apart.

Like the rimless neck that's more hygienic and easier to clean. The polycarbonate surface that's fully boilable and virtually unbreakable. And the choice of teats which develops through all stages of feeding.

Make sure your customers are able to get hold of Freflo, the feeder with the slim waistline, by ordering your supplies early.

NURSERY

by Griptight

Little things mean a lot.

